

**DOUGLAS**  
THE ENGINEERING & BUILDING CONTRACTORS  
INGHAM • CARDIFF • LIVERPOOL  
BIRMINGHAM • STOCKPORT • SWANSEA

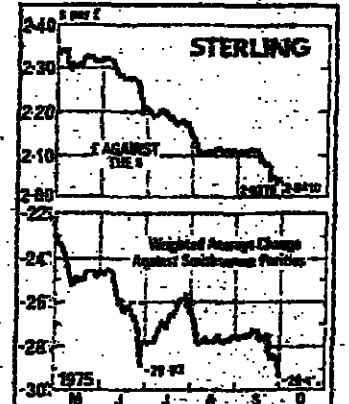
**Steele**  
Stockholders  
West Bromwich Ltd.  
Tel: 021-552 2051  
Telex 33275

THE LEXINGTON  
ling at  
let's  
n  
od  
siege  
load firm last night on  
city of London  
siege approached its  
office and sanitary  
supplies were supplied  
afternoon at the  
of the three coloured  
one have been holding  
in the  
ridge Spaghetti House  
idias.  
known how much food  
ages and their captors  
the small storehouse in  
on are trapped. Police  
fitions in the room had  
siderably eased by im-  
airflow and that the  
were still in reasonable  
ension  
tugal  
column of Communist  
advanced on Lisbon  
Socialists and  
mobilised in antipa-  
trung-arm action.  
is of tractor, count-  
d lorries drove to the  
ked with cheering  
tors shouting "Vasco  
ra"—a reference to  
mist General Vasco  
nusted from power  
is month.  
at the top  
erest climber Michael  
his death while  
lone attempt to reach  
it, sportsman Barclays  
erational disclosed  
prices up  
Company yesterday  
higher, wholesale  
its scotch, gin and  
change  
recome by zinc fumes  
phure factory were  
receiving their second  
change within 24  
the Royal Salop  
Three are also con-  
sidney machines.  
ter guilty  
Petroleum chief  
ammer pleaded guilty  
to three counts of  
equal contributions to  
1972 campaign. The  
arty a maximum sen-  
ence years.  
e and places  
Head of State, Gen.  
Muhammad named  
79, as the latest date  
to civilian rule. Page  
ple were killed by a  
plosion among demon-  
strators in Bangkok.  
Weed eight British  
d three civilians from  
fter holding them and  
nited yacht for a  
ew heavyweight cham-  
ion Dunn, was back at  
the scaffolding at a  
ports centre yesterday.  
9 and £25,000 monthly  
bond price rising  
e 67 253378 (Dyfed)  
56384 (Islington).  
as closed temporarily  
norning by a flood of  
er a lorry overturned.  
University yesterday  
is Rosemary Murray,  
f New Hall, as its first  
-chancellor.  
o refused to take his  
of his pockets was  
FBI men protecting  
Ford, in Stoke,  
mple of Charles Hill's  
t single-lever corked  
a record £155 at  
yesterday. Saleroom,  
many's Nato Military  
representative, Lt. Gen.  
tall, has been ordered  
fter visiting South  
e 6

## NEWS SUMMARY

**BUSINESS**  
**Pound at new low: equities uneasy**

STERLING fell to its worst level against other major currencies since its weighted depreciation dropped to a record 29.4 (28.7) per cent. The decline against the dollar was less



sharp, with a loss of 20 points to \$2,041.0, after plunging \$2,027.5 when large scale selling—believed to be largely by Middle East oil producers—developed.

**EQUITIES** were uneasy. Some sizeable selling developed after sterling's lunch-time setback, and prices drifted down. The FT 30-share index finished above the worst, after a technical rally, closing 3 points down at 326.6.

**GILTS** reflected both the weakness in sterling and revived fears of an increase in minimum lending rate. Falls extended to 2 and the Government Securities Index lost 0.54 to 59.56 for a three-day fall of 1.29.

**GOLD** gained a further 21.5 to \$143.

**WALL STREET** fell 9.72 to 784.16 on fears of higher interest rates.

**BELGIUM** is planning a freeze on prices, rents, dividends and professional salaries, while holding wage rises below the rate of price increases. Page 6

**KUWAIT** has made a "final" offer of \$64m. to British Petroleum and Gulf Oil for their remaining 40 per cent share in the state's main oil producing operation.

**LORD KEARTON**, chairman designate of the British National Oil Corporation, promised commercial partnership with industry "with no subsidies or special privileges." Page 8

**FOUR-DAY** working begins next Monday for about half the workforce at the British Leyland Basingstoke truck plant. At Cowley, shop stewards were told of plans to end 1,300 jobs. (Back Page).

**LABOUR**  
• **UNEMPLOYMENT** among racial minority groups is rising twice as fast as the national average. Government figures show (Back Page)

**BRITISH IMPORTERS** returning from EEC talks in Brussels are hopeful of some relaxation in the new regulations covering textile imports from Taiwan. News Analysis Page 4

**READY MIXED CONCRETE** first-half pre-tax profits declined £103,000 to £196.5m. (£171.8m.). Interim dividend is cut to 1.6p (2.2p), but a maintained total of 3.4p is looked for. (Page 22 and Lex)

**PRICE CHANGES YESTERDAY**  
ence unless otherwise indicated.)

Eastern Produce	14	-3
Flour	140	-3
Freemans (London)	140	-3
Gardner (L.)	63	-5
Grand Met.	63	-5
Hall (Matthew)	63	-5
Inchcape	350	-8
Madame Tussauds	19	-7
Midland Bank	295	-7
Midland Taxis	227	-7
O.K. Bazaars	650	-30
Reed Intl.	220	-5
Scot. Universal Tel.	100	-4
Smith (W. H.) A	576	-12
Trust Houses Forte	100	-7
Warren (James)	68	-4
Bell and Collins	115	-7
BP	550	-10
De Beers Dfd.	277	-6
Emperors Mines	85	-5
Hartbeest	1174	-20
Kinross	1174	-20
Randfontein	1174	-20

## High Court clears way for Crossman diaries publication

BY A. H. HERMANN

Lord Widgery, the Lord Chief Justice, yesterday refused in the High Court to ban the publication of Volume 1 of the diaries of Mr. Richard Crossman, the former Labour Cabinet Minister.

The Crown was given liberty to apply again for an injunction against publication of further volumes of the diaries if it was alleged that different considerations should apply there.

Mrs. Anne Crossman, who was in court, said she was surprised and immensely pleased. She thought that the other volumes did not go further than the first.

If this turns out to be the case, the decision will mean that the entire diaries can now be published.

Mr. Sam Silkin, the Attorney-General, will pay the costs of the proceedings unless he can successfully appeal to the Lords. He asked for and obtained leave to appeal but whether he in fact does so will depend on further study of the judgment.

The judgment confirmed the Attorney-General's contention that the expression of individual opinions by Ministers in the course of Cabinet discussions is a matter of confidence. Their publication could be restrained by the court when this is clearly necessary in the public interest.

The main significance of the judgment is in its refusal to accept that such publication can be prohibited for ever or for any fixed period of time on the strength of some general rule. No such rule exists in English law and the courts should intervene only in the clearest of cases.

Lord Widgery was not satisfied that the publication of the diaries after 11 years and three General Elections would do such damage to the doctrine of joint Cabinet responsibility.

The general conclusion to be drawn from the judgment is that the law does not protect the confidentiality of Cabinet discussions automatically but only if it can be proved that such protection is over-riding in the public interest. In doubtful cases the Press is free to publish.

Continued on Back Page

**Editorial comment, Page 18**  
**Hearing Page 13**

tion proposals until Budget day. But to identify Ministers who voted one way or another was objectionable because it undermined the doctrine of joint Cabinet responsibility.

Lord Widgery was not satisfied that the publication of the diaries after 11 years and three General Elections would do such damage to the doctrine of joint Cabinet responsibility.

The general conclusion to be drawn from the judgment is that the law does not protect the confidentiality of Cabinet discussions automatically but only if it can be proved that such protection is over-riding in the public interest. In doubtful cases the Press is free to publish.

Continued on Back Page

**Editorial comment, Page 18**  
**Hearing Page 13**

tion proposals until Budget day. But to identify Ministers who voted one way or another was objectionable because it undermined the doctrine of joint Cabinet responsibility.

Lord Widgery was not satisfied that the publication of the diaries after 11 years and three General Elections would do such damage to the doctrine of joint Cabinet responsibility.

The general conclusion to be drawn from the judgment is that the law does not protect the confidentiality of Cabinet discussions automatically but only if it can be proved that such protection is over-riding in the public interest. In doubtful cases the Press is free to publish.

## Mikardo Party backs attacks Jones and Foot

By Richard Evans, Lobby Correspondent

A STARTLING row within the Left-wing of the Labour Party erupted at a Tribune rally at Blackpool last night when Mr. Jack Jones, general secretary of the Transport and General Workers' Union and Mr. Michael Foot, the Labour Party Secretary, clashed publicly with Mr. Ian Mikardo, Left-wing member of the party's national executive.

While Mr. Mikardo was making a speech harshly critical of the trade unions and of Mr. Foot, Mr. Jones walked onto the platform and pointing furiously at Mr. Mikardo shouted: "I detest this whole attack on the trade union movement."

The interruption brought chaos to the Tribune rally called to unite the Left in opposition to the Government's economic policies and the high rate of unemployment.

It showed for the first time in public how deep are the divisions not only between the Left and Right wings of the Labour movement but within the Left-wing itself over the direction economic policies are taking under the Wilson Government.

The fury of Mr. Jones, who has given full support to the Government in its anti-inflation policy, was caused by an attack from Mr. Mikardo on the unions for getting too little in return for concessions made on economic policy.

Mr. Mikardo levelled the "very serious charge" against the TUC and most of its General Council — he mentioned Mr. Jones by name — of asking for too little in their negotiations on the social contract and the £6 a week pay limit. They had let down their members, he charged.

Then he stunned his audience by launching an attack on Mr. Foot, who was sitting white-faced on the platform beside him, for betraying the ideals of the Left.

"That speech of Mr. Michael Foot to the conference earlier this week was a pretty formidable effort but there were times when I was tempted to think that the coarseness oratory was worthy of a better cause," Mr. Mikardo declared.

He added cuttingly that it had been a much better speech than those made from the same platform from 1966 to 1969 defending the same policies which had led to the downfall of the Labour Government.

There was also overnight violence in other parts of Spain. Apart from the activities of either political extreme there is growing anxiety here among the banking and business community over the effect of the Common Market freeze on further trade talks and the growing number of boycotts imposed throughout Europe.

Added to this is the prospect of a further wave of summary courts martial and the inevitable executions. The pressure on the extreme right will have mounted further to-day and there will certainly be renewed demands now for changes in the Government.

Continued on Back Page

**Editorial comment, Page 18**  
**Conference report, Page 10**

even more in Mr. Wedgwood Benn, who received the most vociferous standing ovation yet given at the conference.

Certainly a lot of cheers stemmed from anger at the Prime Minister for demoting Mr. Benn from Secretary of State for Industry earlier this year. "A cynical move to drive Mr. Benn out of power" was how one speaker described it.

But much of the wild enthusiasm of at least half the delegates was generated by a highly skilful speech by Mr. Benn. Yesterday he took a big step towards establishing himself as the unofficial leader of the Left and the darling of the party activists.

His oration was led by Mr. Arthur Scargill, the extreme Left-wing Yorkshire miners' leader, but these who remained firmly in their seats included Mr. Joe Gormley, the NUM's national president.

Mr. Benn's speech was a remarkable balancing act which has won the grudging professional admiration of the Prime Minister. Its skill was best demonstrated by Mr. Benn's passage about Mr. Attlee, quoting from the former Labour Prime Minister's words written 40 years ago—"the cause of the evils of capitalism is the private ownership of the means of life; the remedy is public ownership."

With an obvious reference to the document's proposals include:

• An industrial investment fund, perhaps on the Swedish lines, which involves a large proportion of a company's pre-tax profits being deposited in a fund, much of which bears no interest, until spending on investment is agreed through a joint Government-agency-financed Bank of England.

• A banking role for the proposed National Enterprise Board and a substantial publicly-owned sector in banking, probably on the French model. In France three of the largest commercial banks are in public ownership, and a public body controls private savings deposits, manages certain pension funds and owns a life assurance company.

• Changes in the industry Bill to give the NEB "the real powers it was meant to have" and to increase its funds from £1bn. over five years to £5bn.

• Compulsory planning agree-

## Terrorists kill police as crowds cheer Franco

BY ROGER MATTHEWS

MADRID, Oct. 1.

THREE POLICEMEN were shot dead in Madrid and a fourth critically wounded to-day. This was followed three hours later by a mass pre-arranged demonstration which saw tens of thousands singing the Falangist battle hymn and raising their right arms high in the Fascist salute.

The policemen were killed in four separate attacks mounted in the five minutes before 5.30 this morning. Each was an duty outside a bank or savings institution in widely separated areas of the city. According to police information they were cut down by assassination squads of two or three men. Slogans appeared on walls in Madrid over the week-end and pleading revenge for the five extreme left-wingers executed by firing squad on Saturday.

The vast majority of an estimated 200,000 people who packed into the square in front of the royal palace at mid-day were unaware of the killings. They heard General Franco tell them that "to be Spanish was again to mean something in the world." Frequently interrupted by the cheering masses (estimated officially at 1m.) he claimed that the present campaign mounted against the fatherland was the result of a conspiracy. On the political level this had been mounted by the "Masonic left" and on the social level by "Communist subversion" and "terrorism."

The killings brings the total of police deaths this year to 15, ten in the eight months up to the introduction of the controversial anti-terrorist law, and five in the 31 subsequent days.

Several foreign tourists, at least two British and two German, were killed and beaten during the pre-arranged rally in Madrid and last night two airline offices had their windows smashed.

There was also overnight violence in other parts of Spain. Apart from the activities of either political extreme there is growing anxiety here among the banking and business community over the effect of the Common Market freeze on further trade talks and the growing number of boycotts imposed throughout Europe.

Added to this is the prospect of a further wave of summary courts martial and the inevitable executions. The pressure on the extreme right will have mounted further to-day and there will certainly be renewed demands now for changes in the Government.

Continued on Back Page

**EEC calls for suspension of trade talks, Back Page**  
**Boycott, Page 13**

This demonstrates that the automatic imposition of the death penalty for killing police and the substantial number of arrests made since has done nothing to check terrorist violence. The efficiency of to-day's shootings would also indicate that the terrorists are becoming better organised and even more ruthless.

Following the demonstration in front of the royal palace, where General Franco also held a reception for the Government, senior officials and a rather reduced diplomatic corps to mark the 38th anniversary of his selection as

Continued on Back Page

Continued on Back Page







# John Piper

by WILLIAM PACKER

As it is he is the Grand Old Butterfly of English painting, not a bad thing to be, for his work gives much pleasure, and his talent is real. He will be remembered, rightly, for the other things he has done, for his prints, his books and illustrations, for the Baptistery window of Coventry Cathedral. And there is still time for painting.

## Muti &amp; Argerich

It was more than just a showy performance. In the first movement, the lyrical accompaniment, and in the more reflective *quantino* variations, there was also very beautiful playing: calm, assured, and very balanced. In the *quantino* octaves, in the virtuosic variations; and in the finale, tremendous rhythmic attack and breadth of phrase.

Muti was a quick accompanist

DOMINIC GILL

Eileen Atkins and Judy Parfitt will star in the revival of Noel Coward's comedy, *Fallen Angels*, which opens at the Greenwich Theatre on Thursday, November 16 and runs until Saturday, November 29.

Muti was a quick accompanist DOMINIC GILL

# Weelkes by RONALD CRICHTON

and the individual use Weekles makes of the usual polyphonic device of conjunct scales. But the two anthems *When David heard and O Lord, arise*, familiar though they are, still show more of the "fantastic unexpectedness" Holst loved. The suspensions and false relations of David's lament for Absalon take you by surprise every time with their pungency that never seems contrived. As well as Weekles, there was Bach played on the organ by Stephen Barlow. The effect of pealing bells in the chorale prelude *In der ist Freude* was delightful.

## Shopping around stops here.

the biggest, most authoritative office equipment  
and services exhibition in the country.

Keeps you up-to-date with the latest—and the most  
profitable—developments in office equipment.

**\*A visit can help to solve the problems you have  
today—and prepare you for the ones to come!**

**Plan your visit now!**

***Don't miss it!***



## WORLD TRADE NEWS

## Japan, U.S. in cut-price Pacific air fares battle

BY CHARLES SMITH, FAR EAST EDITOR

TOKYO, Oct. 1

JAPAN AND the U.S. have become involved in a battle over cut price air fares across the Pacific at precisely the time when Emperor Hirohito is making the first state visit to the U.S. by a member of the Japanese Imperial house.

The battle centres on a cut price fare introduced by Pan Am at the beginning of September, which Japan claims is uneconomic and which Pan Am is said to have rushed through without observing the conditions laid down in the U.S.-Japan aviation agreement.

The Pan Am fare, available only from the U.S. West coast to Japan and back (not from Japan to the U.S. and back), is \$670, which is just over half the normal tourist fare of \$1,000. The fare is available to travellers who stay in Japan for periods of between 30 and 120 days and is said to be aimed principally at the large communities of Japanese origin living in California.

This bonus by Pan Am is likely to prove very short lived since the airline has now agreed under pressure from Japan to a "standard" concessionary fare of \$650, which will come into force from November 1.

In the meantime, however, recriminations are being exchanged about the circumstances under which Pan Am introduced the fare.

The Japanese side claims that Pan Am's proposal, which required approval by the Japan

Civil Aviation Board, was verbally rejected by the Board in August within the stipulated 15-day period laid down by the U.S.-Japan agreement. The U.S. side claims the Board's written reply to the Pan Am application was delivered after the 15-day period had expired.

Another allegation which has been unofficially put about by the Japanese is that Pan Am started selling cut price tickets well before its offer officially came into force. Japan Airlines is believed to be holding one or more cut price tickets bought in New York at the beginning of August, before Pan Am had given a verbal reply from the Japanese authorities on the terms of its proposed offer.

It is also claimed that the airline sold tickets to passengers whose stay in Japan did not fall within the 30 to 120 limit, even though such passengers were officially not eligible for the offer.

Pan Am is one of two U.S. scheduled carriers on trans-Pacific routes from Japan and was also a leading operator of charter flights until April this year, when the airline sold off most of its Japan charter fleet and took the decision to concentrate on scheduled flights.

Pan Am introduced concessionary fares in March, but admits those failed to divert charter traffic onto its scheduled services as it had hoped they would.

The suspension of charter flights has caused a substantial

fall in Pan Am's trans-Pacific traffic this year, whereas JAL rather coyly admits to a 58 per cent. rise in traffic between April and August as compared with a year earlier.

JAL puts the increase down to the "wide range of tourist fares" available on its trans-Pacific routes.

Japanese aviation sources claim to regard the cut price battle as a symptom of U.S. high-handedness in bilateral air relations, dating back to the origins of the U.S.-Japan agreement signed during the occupation in 1952.

The Japanese want a bigger share of trans-Pacific traffic and point out that over half of the traffic is of Japanese origin. They also want much more generous onward rights for JAL beyond the U.S. including rights to a number of South American countries in which Japanese business interests are growing.

The U.S. side, on the other hand, appears to regard restrictive measures introduced in the name of environmental protection by the Japanese aviation authorities, including a jet curfew on aircraft landing at Tokyo International airport.

Pan Am says one of its reasons for abandoning daily charter flights across the Pacific in April this year was the difficulty of getting "landing slots" at Tokyo's overcrowded Haneda airport, which should have been replaced at least three years ago by the new airport at Narita.

## Venezuela to start manufacture of aircraft

By Our Own Correspondent

CARACAS, Oct. 1

THE VENEZUELAN Government will begin building small aircraft and helicopters here within the next five years, according to Gen. Francisco Paredes Ballo, commander of the Venezuelan Air Force.

Although no details were released on the Government's aeronautical manufacturing scheme, the General said that mixed companies would be formed in order to establish the industry and that the Venezuelan Government would be the majority stockholder in any such concern.

The multi-billion dollar Venezuelan Investment Fund would provide part of the financing, he added. Groups from England, France, Italy, the U.S., West Germany, Israel, Spain and the USSR had already expressed interest in developing the project with Venezuela.

The country has no aeronautical manufacturing facilities and would therefore need to seek outside assistance in developing the industry.

Manufacture of small aircraft, helicopters and a shipbuilding industry are two long-term projects that the Government has been studying over the last 18 months.

## Project aid in the Caribbean

By Our Own Correspondent

GEORGETOWN, Oct. 1

THE European Development Fund mission which opens here to-morrow is expected to be asked to consider regional projects for the Caribbean area of the ACP group totalling around \$100m. Projects of a regional nature are being proposed to the mission by the Caribbean Community Development Bank and the Caribbean Community and Common Market (Caricom), whose headquarters are here.

The Caricom countries are expected to make a strong case for special consideration as far as per capita income is used as a basis of development level. The region clearly feels that such a yardstick is not a fair judge of its level of development.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

The talks with the Guyana Government, which open to-morrow, will continue on Friday. The mission is led by Gen. Maurice Foly, the Fund's Deputy Director. It will be here until Sunday.

## Argentine army may intervene in crisis

By Robert Lindley

BUENOS AIRES, Oct. 1

THERE ARE reports of rising unrest in the armed forces, stemming from the Argentine Government's failure so far to bring the country out of its political, economic and "moral" crisis. These have elicited varied commentaries from leading spokesmen here in the past 24 hours.

During a nearly two-hour meeting between Dr. Ricardo Balbin, leader of the country's second political force, the Radical Party, with Interim President Mario Leizaola, Dr. Balbin urged that the Presidential election scheduled for 1977 be moved to 1976 instead.

A new treaty before Balbin's meeting, Buenos Aires provincial governor Victorio Carrizo, who has become a leading Peronist critic of the Government, told members of the Foreign Press Association that "if things continue going as they are, we will not get to 1976."

He also said that the United States "recognises the significant importance of the constitutional process in Argentina."

This has been taken here as an attempt by Dr. Balbin to enlist Dr. Kissinger on the side of the present Argentine Government.

On returning from New York, Interior Minister Roberto Leizaola—who also is virtually the president of the Peronist Party (Front for the People)—gave his own guarantees that all the promises he made to Egypt and Israel in order to conclude the recent Sinai agreement have been revealed to Congress.

Under a resolution adopted by the Committee yesterday, the Administration has, in effect, been warned that unless it is willing to declare that no secret undertakings to either Egypt or

Israel have been made that are not known to Congress, the crucial votes on the House and Senate floors on sending American observers may be further delayed.

If Dr. Kissinger's assurances to-morrow to the committee and to the House International Relations Committee, are satisfactory, the way is likely to be open to final approval of the stationing of 500 U.S. technicians in the Sinai.

Floor votes in both Houses could come next week.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

## Congress plea to stimulate U.S. economy

WASHINGTON, Oct. 1

MORE TAX cuts, an earlier monetary policy, and additional public-service jobs will be needed to keep the economic recovery, which means going strongly in 1976, according to a report of the Joint Economic Committee of Congress.

The report, reflecting the views of the Democratic majority on the House-Senate panel, called for a much more stimulative economic policy than the Ford Administration wants. The report said that while the economy is recovering from recession now, "there is little prospect that this strong recovery path will be sustained in 1976 unless additional stimulus is provided."

Specifically the report recommended these steps:

Extension of the temporary 1975 tax reductions through 1976 plus an additional \$20-billion tax cut for next year. Simply extending this year's tax reductions would cost about \$120m next year so the panel's total tax-cut recommendation tops \$200m for 1976.

Action by the Federal Reserve Board to keep interest rates below levels that would harm the economic recovery, which means money and credit than the Fed currently plans.

A new emergency-jobs programme to employ about 1.5m persons in 1976 on "temporary projects." The cost in the current fiscal year would be about \$30m.

Federal spending of about \$370bn and revenues of about \$200bn in the current fiscal year leaving a deficit of \$170bn.

An "active voluntary price-incomes policy" under the direct leadership of the President to promote price and wage restraint. This policy should include voluntarily negotiated price restraint on the part of major companies and "voluntary co-operation" in restraining major wage settlements.

AP-DJ

## Kissinger pressed on Sinai promises

BY ADRIAN DICKS

WASHINGTON, October 1

DR. HENRY KISSINGER, the Secretary of State, will be pressed to-morrow by the Senate Foreign Relations Committee to give his own guarantees that all the promises he made to Egypt and Israel in order to conclude the recent Sinai agreement have been revealed to Congress.

Under a resolution adopted by the Committee yesterday, the Administration has, in effect, been warned that unless it is willing to declare that no secret undertakings to either Egypt or

Israel have been made that are not known to Congress, the crucial votes on the House and Senate floors on sending American observers may be further delayed.

If Dr. Kissinger's assurances to-morrow to the committee and to the House International Relations Committee, are satisfactory, the way is likely to be open to final approval of the stationing of 500 U.S. technicians in the Sinai.

Floor votes in both Houses could come next week.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

AMERICAN multinational corporations won the first round of a major political battle to-day, when the House Ways and Means Committee voted not to take immediate action on proposals to raise U.S. taxes on earnings from foreign subsidiaries.

The Committee decided instead to set up a special task force to be headed by Committee Chairman Al Ullman, which will look into the question and report back in six months' time.

The proposals voted down to-day, which have been strongly supported by many of the liberals in Congress, would have curtailed multinational corporations' ability to defer taxes on the earnings of foreign subsidiaries until they are repatriated to the U.S.

U.S. tax reprieve for multinationals

By Guy de Jonquieres

NEW YORK, Oct. 1

## Fire hits Washington Post presses

By Adrian Dicks

WASHINGTON, Oct. 1

THE WASHINGTON Post's leading daily faces severe production problems following a fire which destroyed its presses last night. The newspaper has hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

They are so port from journalists and other unions, was not yet clear to-day this would be the first time the Post's presses have been hit by a strike, declares pressmen's union.

## Growing bank presence in Middle East

JAPAN'S BANKING advance into the Middle East has moved a stage further with the announcement by Sumitomo Bank, the third largest of the nationwide city banks, that it is opening a representative office in Cairo from the beginning of this month.

The Sumitomo office is the first in Cairo by a Japanese bank, except for the specialist Bank of Tokyo whose overseas banking presence is much wider than that of other Japanese banks. The Cairo office will be Sumitomo's second move in the Middle East this year. A Sumitomo representative office was opened in Tehran in August.

Japanese banks are allowed a maximum of two overseas representatives' office openings a year by the Finance Ministry Banking Bureau, which maintains extremely tight supervision on overseas banking operations. That is why Sumitomo has decided to put all its effort into the Middle East.

Total Japanese representation there is now eight offices in Beirut and two each in Cairo and Tehran, excluding joint ventures with Middle Eastern banks. Japanese bankers say they are coming under strong pressure from trading companies and other business clients to step up their Middle East presence, since the area is almost the only major region in the world to which Japanese exports are still growing rapidly.

In the first six months of 1975 the Middle East (including Iran) bought \$2.5bn. worth of Japanese goods, compared with \$1.3bn. worth in the first half of last year.

Japan's Middle Eastern business presence has so far been overwhelmingly concentrated in Beirut, which now has a Japanese community of around 1,000—double that of a year ago. Many Japanese companies, however, are becoming seriously concerned about the security situation in the Lebanon and some have already started a re-

</



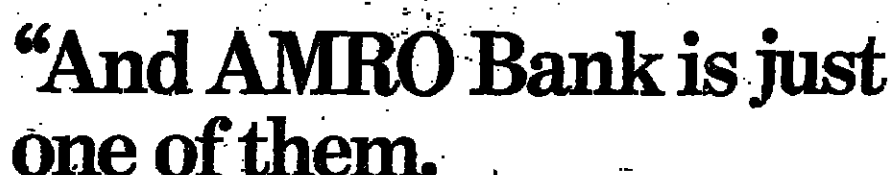




## France wants to co-operate with U.S. on arms research

PARIS

1-629 4214 or 499



**"No bank will ever be the one and only for a company our size. But AMRO Bank probably comes closer than most."**



**There are as many good reasons for using AMRO Bank as there are business problems.**

“Ireland is rapidly becoming a premier manufacturing base for plastics and rubber firms serving the expanding markets of the EEC, United States, East Europe, Japan and the developing regions of Africa, Asia and Latin America”

Plastics and Rubber Weekly February 21st

**GET THE GOOD NEWS FROM  
THE REPUBLIC OF IRELAND**

IDA IRELAND 28 BRUTON STREET LONDON W1X 7DB- 01-629 4214 or 499

# M Sain

Call for business







## HOME NEWS

## Distillers takes hard line on credit

By Kenneth Gooding, Industrial Correspondent

A ROW has blown up between Distillers, which accounts for half the Scotch whisky and gin sold in the U.K., and some of its bigger customers over quantity discounts and credit terms.

Distillers' decision, announced yesterday, to make its fourth price increase this year has added urgency to the situation.

The group has added the equivalent of 4p a bottle to the gross wholesale price for its Scotch brands, including Haig, Johnnie Walker, Dewar's, Vint 68, 6p to the price of its gin (Gordon and Booth's) and 7p to Cossack Vodka.

Other whisky and gin companies are bound to follow this lead as soon as they can under the terms of the Price Code and after taking into account that Christmas makes life difficult for the retailer. Apart from changing its policy towards price increases—it used to leave years between changes—Distillers has also this year been making alterations to its so-called "loyalty" discounts and to its credit terms.

## Arguments

Customers such as the big brewing groups could count on discounts of more than 8p a bottle if the Distillers' brands accounted for 70 per cent. of their total spirit sales. Recent changes have made loyalty discounts less favourable.

At the same time, Distillers has taken a much tougher line on credit facilities. Customers could previously count on 60 days' credit, but now payment is required within 30 days and there is a threat of no further supplies to those companies which do not pay on time.

The problem for Distillers in the arguments it is having with its large customers is that the customers might switch the emphasis in their outlets away from Distillers brands to one or several of the "independent" standard brands. This could have a significant impact on Distillers' market share.

However, any independent concern would want some really cast-iron guarantees about sales before it could consider matching the discounts offered by Distillers.

## Stock Exchange has room to let

By Quentin Guirham

THE STOCK EXCHANGE is making fresh efforts to let the 30,000 square feet left vacant in its tower block mainly by the contraction, amalgamation or bankruptcy of member firms.

Having now dropped its early intention to sell the 14,000 square foot building, finished in 1972, with brokers or jobbers, the Stock Exchange is asking what it considers a market rent of £13.50p a square foot.

There are already three non-member companies, all foreign banks, in occupation.

## 'No urgency'

After a loss on revenue account of £19m. last year, Mr. Robert Fell, chief executive of the Exchange, has instituted a cost saving exercise.

He denied yesterday that the new letting campaign, launched with a reception for 100 estate agents at the Stock Exchange last night, indicated a "desperate urgency" for the office revenue.

Most member firms, in occupation, having 1870 leases with a first rent review in 1977, pay the low rent of £6.875p per sq. ft. of net space.

The leases do not forbid sub-letting to outsiders, but the Council can refuse any assignment of leases providing it matches the premium bid within three months.

Now, the downturn in the City office market, with rents up to 25 per cent. down on their 1973 peak, does not encourage the Stock Exchange to shift lettings at the £13.50p per sq. ft. price.

In its favour is the building's prestige position and the range of units offered from 850 sq. ft. to 2,475 sq. ft. But rates amount to £8.11 per sq. ft. making the early tenants among those in the City who pay more per sq. ft. in rates than rent.

## Airlines face big battle over Concorde fares

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH AIRWAYS and Air France face a major battle over the level of fares on Concorde when it starts carrying fare-paying passengers in the New Year.

Many airline chiefs attending the annual meeting of the International Air Transport Association in Oslo this week have said they have little or no enthusiasm for Concorde, and would like to see fares for it pushed as high as possible to keep existing first-class traffic away from it.

## Wide range

As a result, the surcharges mentioned here have ranged between 20 per cent. and as high as 40 per cent. on present first-class fares. The average view is that 25 per cent. above these would be a realistic rate for first-class.

British Airways and Air France have made it equally clear in private conversations with their colleagues in other airlines that they do not intend to allow themselves to be browbeaten and that the highest charge they would accept is about 18 per cent. on the North Atlantic route and smaller premiums on other routes.

The entire issue is likely to come to a head next week when

the airlines flying the North Atlantic and other long-haul international routes meet in Nice for several weeks' bargaining over fares from April 1, which also is the target date for starting Concorde services to New York.

Privately, both British Airways and Air France are believed to be prepared if necessary to force "open-rate" situations on the various routes that they plan for Concorde if they do not get satisfactory results at the forthcoming fares negotiations.

They do not really want to do this if it can be avoided—no airline goes into a fares conference determined to break it up—but it has become clear that they would go this far if they felt they could get no satisfactory compromise between what they regard as economically realistic and what the other airlines want to see.

In airline language an "open-rate" situation means that if all the operators on a given route cannot agree on fares, they are free to charge what they like, subject to approval of the Governments concerned.

Neither British Airways nor Air France is going so far as to suggest that if it does not get its own way it would be prepared to quit IATA. Each knows that the technical and other services

available to them as members of that association are so valuable that they cannot do without them.

What they are saying, however, in effect, is that they are fully aware of their power as two of the biggest airlines in the world and that they do not intend to see their big investments in Concorde, running into several hundred million pounds, jeopardised by opposition from other airlines over fares policies.

## More passengers

The number of passengers passing through British Airports Authority ports increased by 8.7 per cent. in August, compared with August last year, the Authority said yesterday.

The increase maintained the high growth rate established in July, which is higher than the annual average due to the overall fall in traffic last year.

The total of passengers passing through the BAA's seven airports rose to 3.6m., compared with 3.3m. in August last year. At Heathrow the figure rose to 2.4m., compared to 2.1m. last year and 2.2m. in 1973.

Aircraft movements for the same period were down 2.2 per cent. and cargo tonnage dropped 9.5 per cent. from 44,502 tonnes to 40,272 tonnes.

## Car dealers to seek review of warranty service contracts

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

PARIS, October 1.

U.K. CAR dealers are anxious to see a review of a recent report by the independent National Council for Vehicle Servicing and Repairs.

This showed that the sales of incentive schemes being developed by the big groups this autumn.

Only yesterday, Chrysler U.K. set the ball rolling with a scheme to give customers protection for 12 months, plus free replacement of certain key parts. Other British manufacturers will follow suit with similar schemes, and some are known to have considered allowing warranty provisions to run over a longer period.

Dealers claim that this often works to their disadvantage. During the warranty period they are paid for repairs at an agreed rate by the manufacturer, and rates on this work are frequently fixed well below the normal market rate.

"In effect, we are subsidising the manufacturer," Mr. Lionel Altman, president of the Motor Agents' Association said yesterday.

Mr. Altman, speaking here at the Paris Motor Show, said that 30, is expected to declare very large losses when it reports later

this year, which will dwarf its half-yearly profit of £40m. But in Paris yesterday senior executives were talking buoyantly of their plans to expand in Europe next year, and of a return to greater financial stability.

The competitive introduction of better warranty provisions now being launched by manufacturers comes as the U.K. industry heads into a bleak winter. Last month's registrations, soon to be announced in detail, appear to have surprised manufacturers who were expecting sales of less than 100,000 cars after the surge to 150,000 in August.

## Imports drop

In fact, sales are believed to have come out at about 105,000, with imports falling sharply from the market share of almost 40 per cent. achieved in August.

"In effect, we are subsidising the manufacturer," Mr. Lionel Altman, president of the Motor Agents' Association said yesterday.

Mr. Altman, speaking here at the Paris Motor Show, said that 30, is expected to declare very large losses when it reports later

the company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

## Computer snooping 'underestimated'

BY ARTHUR SANDLES

BRITAIN is underestimating the risk of computer snooping, says Sir Michael Swann, chairman of the BBC.

By pressing a few buttons, a computer expert could have access to all manner of personal information, he told the British Computer Society's biennial conference in London.

Computers were increasingly used by government, banks and credit organisations to hold information that was "potentially embarrassing or even damaging."

Stored in the computers were details of personal finances, who was or was not married, which children were illegitimate and facts about medical histories.

The average man could not find out about these details, but the computer expert could. "Given access to the computer, and the necessary programming knowledge, he has only to press a few buttons and out flows all the information."

And if, as seems likely, these big centralised computers get linked up, he can, in principle, extract a great deal of information about anyone he chooses.

There were ways of safeguarding the information, but the fact

was that if it were possible for authorised people to get the information out, then sooner or later some unauthorised person could do the same. "No human system is totally secure."

Britain was taking a more leisurely view of the risk than many other countries, he hoped for early Government action.

Sir Michael also replied to critics of the BBC, notably Fleet Street and the Government. He said that there were complaints about BBC inefficiency, but "at the same time the Press is discreetly silent about its own vast inefficiencies and the Government is silent about the speed and regularity with which it puts up everything from income tax to National Insurance contributions."

Sir Michael quoted figures comparing BBC audio usage with those of other countries, and said that the Corporation made much better use of its facilities. Its performance was not just good, "it is a dazzling feat of organisation."

When the Americans made programmes based on those in the U.K. such as *Steptoe and Son*, they cost four times as much.

## Woolworth to move into audio market

By Elinor Goodman

F. W. WOOLWORTH is to open 170 audio centres in its larger stores to win a bigger share of the £181m. audio equipment market.

It is already the largest retailer of records in Britain, but has not been a big seller of hi-fi or tape equipment.

Woolworth is also to sell original paintings at prices between £7.50 and £40 in five stores, as an extension of its home-decorating range.

The audio centres will be set up in major branches of the chain, bringing it into direct competition with chains like Boots and Lasky's. It will sell such makes as HMV, Pye and Bush at £40 to £300, most substantially below manufacturers' recommended prices. It has established its own network of service agents, approved by the manufacturers.

The move comes when the market is depressed after imposition of the 25 per cent. rate of VAT on electrical goods. Though the launch was obviously planned before the April Budget, Woolworth said yesterday it believed there was room to establish itself as a major force in the market.

## Occidental 'oil flow in March'

NORTH SEA oil will start flowing in Occidental's 447m. terminal at Flotta, in Orkney, early in March, according to latest estimates.

It will take a further two months, however, before the 130-mile, piped, 24-in. field will have filled the five 500,000-barrel tanks sufficiently to fill the first tanker.

The more expensive Lotus Elite, the first of a new generation of Lotus cars, has recently been staging a steady recovery in U.K. registrations of more than 50 in August.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

The company claims to have ridden through the worst of the storm which has been shaking the specialist car manufacturers, and led to the financial troubles at both Aston Martin and Jensen.

## State oil corporation 'will act commercially'

BY RAY DAFTER

AN assurance that the forthcoming British National Oil Corporation will act commercially "with no subsidies or special privileges" was made last night by Lord Kearton, former chairman of Courtfields, in his first public speech as its chairman-designate.

The corporation would be profit-conscious, he said. Its first aim would be participation in the exploitation of the North Sea, not only voluntarily on the part of existing licensees, but I trust willingly and cheerfully.

Eventually the corporation would develop a full operator capacity and integrated downstream potential. "So long as the downstream operation is operated on fully commercial lines with no subsidies or special privileges—and this is the Government's categorical declaration of intention—then it seems to me to be an entirely logical development."

## Full credit

Lord Kearton, speaking in London to suppliers and manufacturers of process plant and petroleum equipment, said that without a BNOC the country would be relegated to the post

tion of an outsider looking in on the exploitation of the greatest and timeliest discovery of a resource in British history.

"Without a British National Oil Corporation, the country cannot have the fully detailed knowledge to allow for a properly judged development and control of this vital resource."

He gave full credit to the oil companies—"the brilliant, forceful and dynamic interests who have pioneered the unlocking of the treasure chest of the U.K. Continental shelf."

On the other hand, the past licensing arrangements for the North Sea had been "extraordinarily generous." "They became gigantically and absurdly so when the world price of oil commenced to rocket in 1973."

Not surprisingly Lord Kearton's speech was largely non-controversial. He went out of his way to praise all those around him.

He also praised the political debate or matters. "Perhaps men undertake the qu politics," he said.

Mr. Arthur Wright of CBMPE, the dinner, urged the Gov do more to help plant industry with contracts. "Our future depends on our ability to much larger sh markets overseas."

OPEC example

The Government duced a cost escalat scheme to help insul ners of large pla impact of inflation w for export work.

"Might I suggest better use could be part of our limit funds by providing that the industry ne thus equip us better the enormous mark and maintain a bet employment?"

"One has only situation in the OPE where even a nu would keep our ind in this country for a

## Croydon all-purpose bond receipt cuts paperwork

BY MICHAEL BLANDIN

A NEW form of local authority borrowing instrument, designed to simplify the present range of documents, has been introduced by Croydon Corporation.

From yesterday, the corporation issues a simple bond certificate as a common form of receipt for all loans of a non-negotiable type issued over the counter or through the London money markets. The certificate replaces both the old bond, issued for maturities with a life of over 12 months, and the temporary loan receipt, previously issued for maturities of less than 12 months.

Mr. Noel Hepworth, the director of finance for the London Borough of Croydon, commented: "In the last financial year our own turnover in temporary loans and non-negotiable bonds amounted to over £250m. In future, we shall need to issue only one form of acknowledgement for all borrowings in this category."

In taking this step, the corporation has put into effect suggestions already publicised by Sir Harry Page, Sir Harry, former Treasurer of Manchester Corporation, chairman of the committee on National Savings and now consultant to the money brokers Butler Tili, advised Croydon on the move.

He pointed out: "Most authorities regularly issue three kinds of document of a non-negotiable kind and each one—the mortgage bond and temporary loan receipt—is identical in law." While in commerce they would have different entitlements to dividend or interest, in relation to local authorities they were "identical in ranking, in the degree of financial security which underlies them and the classes of lenders who use them. Each is also free of duty and as a result of accumulated legislative changes over a period of years each has become identical in nature."

## Cambri 'ignore' by won

By Michael Dixon, Education Correspondent

CAMBRIDGE Univa day installed its first chancellor—Miss Murray, president of House.

The only woman to have held a British vice-chancellorship, Lillian Penon at Lon city in the early 1950s at Oxford and served in the Wrens before lecturer at Cambridg She has been presi Hall since 1964.

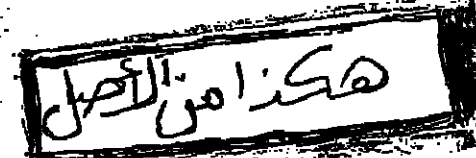
Professor J. W. L. ing vice-chancellor, of Sidney Sussex, a though his own colle others were to sta women in undergrad the next three year been a decline recr cations from women Cambridge.



## Dave Simmons: labourer, cement mixer, bricklayer, site foreman, expert in plastics...

Anyone in the building business knows all about plastics. Dave Simmons certainly does. He knows they're practical. Light yet strong, components and fittings in plastics are easily installed. They resist corrosion, last longer, don't need painting or much maintenance, and can be moulded into virtually any shape on earth. He knows they're versatile.

Piping, guttering, cladding, tiling, wallcovering, window framing, light fittings, paints, even quick-drying concrete—plastics play a vital part in building from the foundations right through to interior decoration. Come to think of it, you're probably surrounded by plastics from BP right now. In the day-to-day, BP Chemicals is never far away.



BP chemical

BP chemical

## Back economy plans, Tories told

BY JOHN HUNT

AN APPEAL to Conservatives to support their party in propagating economic solutions radically different from those being offered by the Labour Party was made last night by Sir Geoffrey Howe, "shadow" Chancellor of the Exchequer.

He echoed many of the themes developed in the U.S. last week by Conservative leader Mrs. Margaret Thatcher—the need to encourage individual initiative, to lighten the burden of taxation, check the extension of public ownership, and cut the growth of Government expenditure.

His speech will be seen as an attempt to stir up the ground for Mrs. Thatcher at next week's Conservative Party conference at Blackpool, which she will be attending for the first time in her capacity as leader.

There will be two major debates on party policy: add at the end of the conference Mrs. Thatcher will have an opportunity to expand on the themes she outlined in the U.S.

In a speech to the Merseyside branch of the Institute of Directors in Liverpool last night, Sir Geoffrey said that the Conservative banner was the only one under which the forces of sanity could effectively regroup. It was high time to direct the British economy in an entirely different direction.

"It is for us to choose between policies that are designed to reinforce talent and encourage success and policies which will take us at an accelerating rate to the tightly-controlled alternative of a collectivist society," he said.

Sir Geoffrey followed his re-

cent allegations that high marginal taxation was forcing pop stars quit Britain as part of the "fat drain." He said last night that the "unfame drain" was no less serious.

In the first six months of 1973, the British Medical Association received 30 inquiries from doctors about emigration. In 1974, the equivalent figure was 245, but in the first half of this year 925 requests had been received. And for every doctor who applied last year for assisted passage to Australia, there were two skilled engineers.

The Conservatives should agree on a list of "inescapable propositions." They had to check and cut the growth of public spending to lighten the burden of high marginal rates of taxation to income earners at every level. A free economy would not long survive Government overspending of more than

10 per cent. of the national income.

There should be a fair return on capital to encourage much needed investment—"It is high time we stopped strangling the goose of profitability."

Inflation was the major enemy, but it would not be overcome without a significant but not enduring reduction in the standard of living.

The extension of public ownership advocated by Mr. Wedgwood Benn would be wholly destructive of our freedoms and institutions. That kind of society notoriously failed to deliver the economic goods and was dependent on tyranny.

Sir Geoffrey also took a hard line about the recent execution of urban guerrillas in Spain. He asked how many of the demonstrated that they were not long survive Government overspending of more than



# Machine tool industry hit by first redundancies

ENNETH GOODING, INDUSTRIAL CORRESPONDENT

First redundancies are to appear in the U.K. machine tool industry, now in the worst recession of the post-war era, as the John Brown sub-contractors of the manufacturers of tools, has started discharging the unions about 20 people are involved in leaving at the end of the month. The company has 1,200 at Coventry, about 100 on the staff. That the move was necessary "because of the recession in the industry and the need to reduce expenses."

There was still work on hand for the production employees. Wickman's position was unlikely to be any worse than the rest of the industry and its order book should take it through until the second quarter of next year.

Most machine-tool companies have been grimly hanging on to employees in spite of the slump in orders. They know from past experience that they will have trouble getting the people they need when the next upturn in demand comes along if they cut back too far.

## new accounting methods matter of survival

MICHAEL BLANDEN

THE RIVALRY of the Western system depends partly on accounting to ensure that the company is not over-inflated. Mr. Francis is chairman of the accountancy profession. In his first speech since the publication of his report last month, said that if inflation accounting procedures were not adopted, the profession might not have survived its recent difficulties.

Accounting profession had a "highly pitched" as a paying excessive attention to the seat of accounting for their own sake. The profession should give a high priority to the backing of the Committee for general of inflation accounting in company accounts and said that it was incorrect to say, as some critics had maintained, that it failed to take account of the impact of changes in the value of money particularly on the shareholders' interest in a company.

Some criticism of the committee's failure to consider more extensively the implications for the tax system failed to take account of the terms of reference which had closely circumscribed its interests.

Companies have preferred to go on to short-time working or to build machines for stock rather than slim workforces any further.

● Mono Containers is to close its loss-making Thurston plastic cup factory at Kettering, Northants, with the loss of 130 jobs. Mr. John Royle, personnel director, said that the Board has decided on a rationalisation scheme after a loss of £50,000 disclosed in the half-year results.

Machinery at the Thurston factory, taken over by Mono 18 months ago, is to be transferred to the group's main complex near Durham as soon as possible. The three factories at Durham employ 650 and a small number of jobs will be created there when the Kettering factory closes at the end of the year.

GEC's consumer products division's Liverpool factory is to go on a "three-day week" because of the fall in demand for its products. About 500 people will be affected.

Also in Liverpool, Plessey's Edgewood plant is to introduce a shorter working week on top of the 950 redundancies recently announced because of the cut in the Post Office's telecommunications programme.

Union representatives are to have discussions with Mr. Eric Varley, Industry Secretary, about the Plessey situation today.

# £3m. is to be spent on polymer and laser research

BY DAVID FISHLICK, SCIENCE EDITOR

MAJOR SCIENTIFIC projects in polymer engineering and laser research, costing more than £3m. in all, are about to be launched by the Science Research Council.

The Council said yesterday that a leading British industrial scientist, Dr. Tony Challis, vice-president of ICI America, would be leaving ICI early next year to become full-time director of its £2.5m polymer engineering programme.

Simultaneously, the Treasury has approved SRC plans for a new laboratory for laser research, to be built in Berkshire around a "pulsed" laser, at a cost of about £800,000.

It brings to more than £20m. the commitment to major new scientific projects undertaken in the past year. They include the U.K. research satellite and an infrared telescope.

The polymer engineering programme announced by Sir Sam Edwards, the council's chairman, is a new venture, which will attempt to organise a closely coordinated programme of research and post-graduate training in line with the needs of the U.K. plastics processing industry.

The British Plastics Federation and the British Rubber Manufacturers' Association have agreed to contribute to the administrative costs of the five-year programme, to which £2.5m. has so far been allocated. But it is hoped that industry might

hear an increasing proportion of the cost later on.

The programme's three declared aims are to provide highly trained engineers for the polymer engineering industry; to generate research in universities and polytechnics and so establish a research base on which companies can build; and to stimulate enough interest in industry to get more financial support.

The new laser laboratory, to be established at the SRC's Rutherford Laboratory near Didcot, will allow astrophysicists to simulate solar conditions in the laboratory and permit experiments in a novel approach to controlled thermonuclear fusion.

Michael Dixon, Education Correspondent writes: A new higher degree—possibly called Doctorate of Technological Studies—is advocated in a report published by the Science Research Council.

The report says that there is a need to provide a demanding post-graduate training covering technology and science for people who will make their careers in areas outside research.

Regional consortia of university science and technology departments in conjunction with like-minded external bodies and business schools, should be formed to provide the necessary courses.

Postgraduate training, the report of an SRC working party, Free from the Science Research Council.

# £2m. plant extension for ICI

By Ray Dafter

THE AGRICULTURAL DIVISION of ICI is to spend almost £2m. on the extension of its plant at Clitheroe, Lancs.

The plant produces catalysts used in making ammonia, methanol, hydrogen and now even ICI said that capacity would be increased substantially and a new unit installed to make specialist and development catalysts.

It was expected that construction would be under way early next year, ending in 1977.

ICI said that the need for the extension arose from increasing demand for catalysts in overseas plants, particularly those using the ICI low-pressure methanol process.

The agricultural division recently won its largest single order, worth about £1m., to supply catalysts for a 1,000-ton-a-day methanol plant in Libya. More than 90 per cent. of ICI's catalysts are exported.

The Clitheroe plant was built by ICI in 1940-41 for the Ministry of Aircraft Production. During the war the company made catalysts for aviation spirit there.

Later, it was bought by ICI, and since the mid-1950s about £2m. has been spent on its development and expansion.

BP Chemicals is to increase the price of polyethylene from October 10. Rigidex high density polyethylene pellet grades will go up by £14 a tonne and high molecular weight powder grades by £9 per tonne.

As a result of the increase the new price for general purpose grade pellets, for small users, will be £400 a tonne.

# Midlands concerned over vanishing jobs and exports

BY OUR MIDLANDS CORRESPONDENT

DECLINING EXPORTS of Midlands engineering and other products are highlighted in two independent reports and continue to be one of the most worrying regional features of the economy.

The Confederation of British Industry and Birmingham Chamber of Industry both agree that unemployment will rise, though probably at a slower pace, and that the recession is likely to last longer.

The two organisations, together with the West Midlands Economic Planning Council and about 100 Midlands TUC, are preparing a report for presentation to Mr. Eric Varley, Industry Minister, in the next week or two.

Unemployment in the area has been accelerating faster than in almost any other region. The CBI was especially scathing over the way in which local authority employees were given the maximum £6 a week pay increase. Mr. Adrian Cadbury, a Council member who is also on the CBI economic committee, said that it had caused a great deal of anxiety about whether the Government was in earnest about restricting public spending.

# Government 'undecided' over region's problems

BY ROY HODSON, REGIONS EDITOR

THE GOVERNMENT has not reached firm conclusions on the problems of Midlands industry and the solutions required. Mr. John Silkin, Minister for Planning and Local Government, says in a letter to the West Midlands planning authorities.

Planning bodies including the West Midlands County Council recently put their concern about the economic situation in the region to the Government in the form of two reports entitled A

Time for Action, and Current Developments in the West Midlands Economy.

Mr. Silkin has now written to say that the Government intends to consider how its resources can be combined with local initiative and resources. He and Mr. Gregor Mackenzie, the Minister of State at the Department of Industry, will be meeting Midlands leaders at a conference in Birmingham on October 15 to discuss the situation further.



# Trevor Fielding: level art, Polytechnic, 3 years practice, expert in plastics

Why? Of course he's got to be a bit of an art, since plastics are one of the accepted materials in building. The advertisement next door sings their praises to the public. To Trevor Fielding, to all architects and to building contractors, BP chemicals has this to say:

1. Think of plastics as giving you and your clients positive advantages in price, durability and ability for the job.
2. And when you think of plastics, remember name BP Chemicals. For we offer Breon PVC, polystyrene, Rigidex high density polyethylene, on rubbers and latices, Cellobond polyester phenolic resins.
3. We have the resources to work closely with principal customers who in turn supply the industry. Among the many pioneering developments with which we have been associated the PVC encapsulation process for window panes, the use of polyester resins in protective membranes for oil storage tanks, and our current involvement in gas piping made of Rigidex high density polyethylene.

Why not... get in touch with BP Chemicals. As between experts, we may be able to suggest valuable ways of using plastics that even you hadn't thought of.

Chemicals International Limited, 100, 101 & 102, Abchurch Lane, London, E.C. 4N 3DF.  
**BP chemicals**  
BP Chemicals International Ltd. 100, 101 & 102, Abchurch Lane, London, E.C. 4N 3DF.

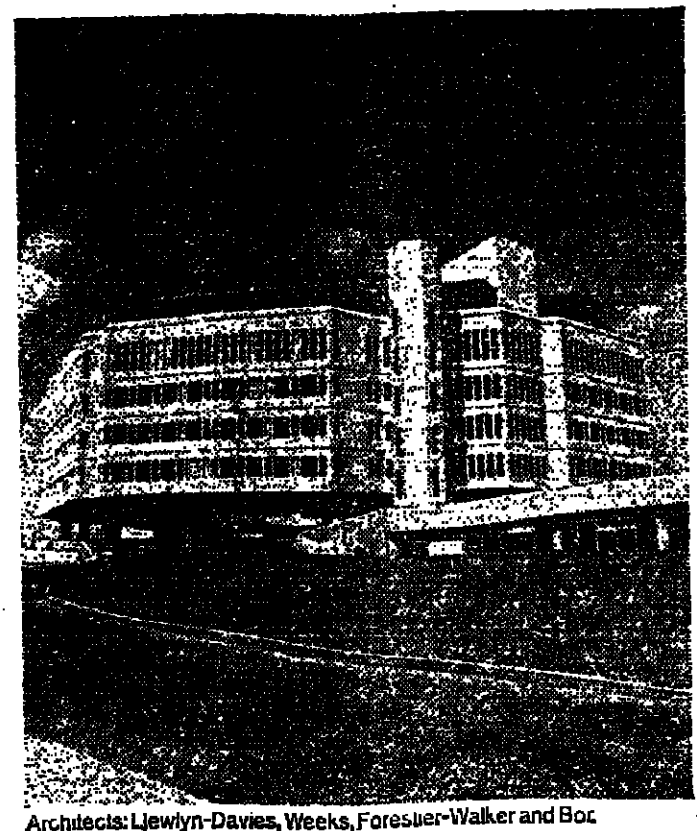
# People who work in boxes shouldn't work in boxes.

And they don't at the new Metal Box Limited offices at Reading. Where Wimpey built a magnificent new complex to house their headquarters. With the main building octagonal enclosing an open central core, open plan offices following the shape of the building and incorporating such amenities as squash courts, swimming pool and terraced walking areas. Metal Box are delighted with the whole

package. Which proves our point. People who work in boxes shouldn't work in boxes. Versatility is the trademark of Wimpey in all its activities. Whether building bridges, dams or factories, offices or houses, or runways for a huge international airport, we bring the same expertise to bear. So bring us your ideas. And we'll give you results.

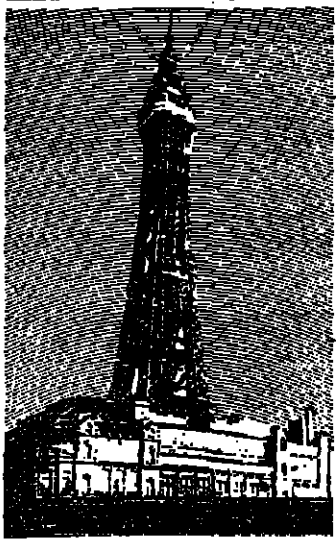


Contractors to the world



Architects: Jewlyn-Davies, Weeks, Foresier-Walker and Box





## 'State has failed in steel industry'

BY LORELIES OLSLAGER

STEEL PRODUCTION has declined from 27m tonnes annually before nationalisation 10 years ago to a probable 20m tonnes this year, Mr. Bill Sims, general secretary of the Iron and Steel Trades Confederation, told the conference yesterday.

Nationalisation had failed to produce the desired results. Ten years ago Britain exported more than 4m tonnes and imported about 1m—now imports were more than 5m tonnes and exports less than 3.5m tonnes. Over the same period the labour force had declined from more than 500,000 to less than 200,000. He said that after 10 years of public ownership "the traditional problems of the British steel industry have not been adequately dealt with and new problems confront us daily."

The unions' continued alarm at the development strategy of the BSC and the loss of jobs involved as well as at the present state of labour relations in the industry was expressed in a resolution submitted by the boiler-makers society which called on the Government to make sure that no steel plants were closed or redundancies implemented until every effort had been made to provide alternative employment in the localities affected.

The resolution also said that the BSC should carefully examine its procedures with a view to a more efficient use of manpower and resources.

Finally the resolution which was unanimously adopted, called for stricter control of imported steel by making sure that such steel was properly marked.

## Longford criticises Stonehouse

By John Elliott

MR. JOHN STONEHOUSE MP was criticised by Lord Longford, the Socialist peer and penal reformer, for making outspoken attacks on the police and prison officers last night.

Mr. Stonehouse condemned the police and others involved in administering the law for turning Britain into a "sick society" and suggested that the police liked creating criminals to keep themselves in business.

The two men were at a fringe meeting organised by the Campaign for Bail Reform.

He said that being remanded in goal was a depressing, degrading and brutalising experience and went on to add "there is a deep sickness in Britain today—a sickness in the economy, with bad industrial relations, and sectarian death in Ulster." This was not the fault of individual people but of Britain's institutions which had become bureaucratic, intolerant and arrogant.

Lord Longford was anxious, as a penal reformer, not to go all the way with Mr. Stonehouse whom he chided for having only taken up the issue of penal reform since being in goal.

He also said Mr. Stonehouse's remarks about the police and prison officers were wrong and counter-productive.

## Bradley is next party chairman

By John Bourne

MR. TOM BRADLEY, the Right wing MP for Leicester E., was last night chosen as the next chairman of the Labour Party at a meeting of the party's new National Executive.

Mr. Bradley is a close supporter of Mr. Roy Jenkins the Home Secretary and was his PPS when Mr. Jenkins was Chancellor of the Exchequer.

Come and meet everyone in the City over a glass of wine at THE MANSION HOUSE on Friday, 10 October 1975.

THE PARTY WILL BE IN FULL SWING ALL DAY FROM 10.00 AM TO 4.00 PM.

To give you a breather from the interesting people you will meet and the contacts you are bound to make, perhaps you'll do a short stint with a collecting tin and sell flags for Mentally Handicapped children. It'll be fun and a good investment.

Just come anytime — You'll be very welcome . . . Any queries ring 01-229 8941 and say 'Flag Day City'.

# The LABOUR PARTY Conference at Blackpool

Millions support us, says Benn

## Cheers for attack on capitalism

THE GOVERNMENT'S 26 week pay limit policy could only by time. And in that time, Labour must decide what instruments were needed, said Mr. Anthony Wedgwood Benn, Energy Secretary.

Replying to a debate on industrial policy, Mr. Benn declared: "We were not elected to nurse an unjust and unfair system through yet another crisis only for it to recover its vitality and then be handed back to the same people in whose interests it will always operate."

Delegates approved a resolution from the General and Municipal Workers urging the Government to take swift action on the manifesto programme for industry with priority for public control and industrial planning. The resolution also called for provision or diversion of funds to sustain output and employment and for a network of national and industrial planning instruments within which planning agreements could function.

The first card vote of the conference came on a proposal from Mr. Benn's constituency of Bristol SE. Mr. Benn urged rejection of the motion which demanded a socialist programme of nationalisation of the 250 major monopolies, banks, insurance companies, and land with workers' control and compensation based only on need. It was defeated by 5,721,000 votes to 407,000.

### Profitable

Moving the municipal workers motion, Mr. David Barnett, the union's general secretary, said it was essential that the National Enterprise Board, had sufficient funds. He welcomed the NEC proposal that it should have £10m a year.

"The National Enterprise Board must not become a home for lame ducks or a depository for industries other State departments do not know what to do with. It must be spearheaded by this Government's intervention in the profitable parts of industry."

Mr. Barnett said that the Industry Bill would not provide a solution in itself and his union looked forward to hearing the Chancellor's proposals for a new structure for industry which had promised the previous day.

"Once we have made our

## NEC policy approved

A FOUR-POINT plan aimed at getting the British economy back on its feet was outlined by Mrs. Judith Hart, chairman of the National Executive's industry sub-committee. She told delegates that "decaying and decadent British capitalism" was incapable of meeting the crisis.

Moving the NEC statement, "Labour and industry: the next steps," Mrs. Hart said investment was needed desperately.

Britain was far from bankrupt. There was massive investment overseas. Over half Britain's direct investment was abroad, she declared.

Under the NEC's plan, a fund would be set up to channel institutional funds, with complete security, into investment. There would be a clear banking role for the National Enterprise Board, the Manpower Services Commission would be strengthened, and re-training would be expanded.

By changing the Industry Bill, the National Enterprise Board would be given more power and money and a clear involvement in planning agreements of the top 30 exporters and top 100 companies.

Mrs. Hart said that commitment to the real spirit and intention of the policy in the Labour manifesto was needed. To cheer she added: "I believe that this is the only way forward."

The policy statement was approved.

## Formula for industrial collapse, says Hildreth

THE PROPOSAL outlined by Mr. Benn could lead to Britain's industrial collapse, said Mr. Jan Hildreth, Director-General of the Institute of Directors.

At a Press conference in Edinburgh, he pointed out that the Labour Party's statement, supported by Mr. Benn, entitled "Labour and industry—the next steps," failed to make any mention of company directors—the men who made decisions in British industry.

"But this diagnosis is so far out that if fully implemented, these ideas would ensure Britain's industrial collapse and that would mean continuous unemployment and low incomes," Mr. Hildreth said.

The main aim outlined in the document "to bring about a fundamental and irreversible shift in the balance of wealth and power"—was irrelevant to the needs of the nation.

Mr. Hildreth said that the Institute of Directors was totally opposed to aimless extension of State ownership.

John Hunt writes: The conflict between Left-wingers and

priorities clear they have to be followed through by industry which must look at its structure, make the changes necessary and plan its investment, manpower and training."

Mr. Douglas Hoyle, MP for Nelson and Colne, said that when Labour's plans for industry were announced there was alarm in the City and big business because of the interventionist nature of the proposed planning agreements.

"It is pressure from these sources that has led to the retreat by the Government—a retreat completed recently by the discussion document issued on planning agreements. We must restore our intention to carry out the manifesto."

Mr. Hoyle suggested that Government aid should only be guaranteed where companies were prepared to enter into planning agreements.

### Compulsion

Mr. Ted Cooper, Mid-Oxon, complained that all the emphasis from top Labour sources so far had been on co-operation—and this with solid Tory organisations.

On the method of State take-overs, he advocated "compulsion—not requested co-operation."

Mr. Brian Beekingham (Bristol) urged the takeover of the top 100 British companies which, he said, were out to sabotage the Labour Government.

Mr. Bob Marshall-Andrews, Richmond, was heard when he criticised the switching of Mr. Benn to the Department of Energy. "Someone must express the anger, frustration and bitterness felt throughout the constituency parties at this Ministerial reshuffle."

"These members of the Cabinet who had committed no other crime than loyally carrying out the 1973 manifesto were physically given their marching orders."

In his reply, Mr. Benn maintained that the conference had disclosed a strong will to sustain the Labour Government. This was because delegates remembered that in the last big slump in 1931, the Labour Government and the party were broken. "We are determined this must not happen again."

After outlining the NEC's industrial strategy, Mr. Benn warned that will would be needed

to implement it—against opposition from "small, unrepresentative but powerful groups which run British industry."

He referred to "big battalions" wielding power and hit at bankers, the City, and the CBI. He said that with their allies in the mass media they used their power to defend their own interests.

Mr. Benn told delegates: "We must not lose our nerve for we have more allies than we may yet realise, warm support of the movement is echoed by millions of people whose views we are not allowed to read in our newspapers or hear on TV."

Mr. Benn declared, amid rousing cheers: "We are here to change society. We are here to change capitalism. We are here to change the Labour Party."

Quoting from Clement Attlee's book "The Labour Party in Perspective," Mr. Benn said that the evils of capitalism differed in intensity in different countries, and when the root cause of the trouble was discerned the remedy was public ownership.

"We have not heard that sort of language for well over a generation but we have not had a slump of these proportions," he added.

Some, in fact, claimed to see even more in it. "It will regain our credibility," said Mr. Norman Atkinson, the Left Wing MP for Tottenham. "It will save the people's culture," said Mr. Alan Sapper, envisaging the nationalisation of the film industry. It would give us the wealth of Britain, cried another delegate.

Mr. Harry Urwin, of the Transport Workers, taking a more basic union view, told conference: "We cannot leave industrial investment to the manoeuvrings of financial playboys." But he added, with more faith than most, the Government now not only had the policies, but the will to carry them out.

Mr. Benn, leaving nothing to such a chance, expertly stimulated the conference into determining it. "We are not here to manage capitalism, but to change society," he declared, amid cheers.

"We were not elected to nurse an unjust and ineffective system through yet another crisis so that it can recover its vitality and be handed back to the same people in whose interests it will always operate."

Trade union wage restraint this year had bought the Government time to act, said Mr. Benn. And he promised Mr. Wilson with a quotation from Clem Attlee. The former Labour Prime Minister had said that the remedy for the evils of capitalism was public ownership, said Mr. Benn. "We have not heard that sort of language for well over a generation."

Go out and fight for the commanding heights, he urged the enthusiastic delegates. But, in the cause of unity, he laid a restraining hand on his own Bristol party whose target of 250 top companies seemed a bit steep even for him.

APPEALS FROM Government and the National Executive were overruled when the conference approved a call for the basic state pension to be raised to at least 50 per cent of average earnings for a married couple and not less than 33 per cent for single persons.

Mrs. Shirley Williams, Prices and Consumer Protection Secretary, trying without success to get the resolution reworded, pointed out that the cost of implementing such a policy would be £3,750m. And it would mean an additional £137 on the National Insurance stamp, she told delegates.

"We do not know whether that is acceptable in a situation in which the increase in income tax is limited to 55 a week," said Mrs. Williams.

Because the counter-claim that policy is fundamental to the well-being of pensions as much as an increase in pension, this pre-

sents us with problems. This is the resolution was in more immediate terms than Mr. Jones that you accept that this is a target that we shall achieve as far as possible, but that taking action immediately.

A further resolution calling for an immediate and progressive reduction in pensionable age to enable men as well as women to be able to retire by 60, within 12 months was defeated after the Minister had again emphasised the problems this would involve.

A resolution for earlier retirement provisions in the mining industry was put forward by Mr. Lawrence Daley, NUM general secretary.

This was remitted to the NEC for more consideration after Mrs. Williams had pointed out that talks were already in progress on these matters between the Government, the NEC and the union.

Proposals for a national scheme for concessionary fares for the elderly and the disabled were also remitted for further consideration.

## Ban on private medicine approved

BY JUSTIN LONG

DEMANDS FOR the abolition of all private medical practice outside the National Health Service were carried in a resolution approved by the conference, in spite of an earnest appeal for a more moderate approach by Mrs. Barbara Castle, Social Services Secretary.

Mrs. Castle urged the conference to believe that she was already making progress to complete the work begun by Aneurin Bevan, creator of the NHS.

"I am not proposing to abolish private medicine. I am proposing to make it stand on its own feet," said Mrs. Castle.

"We are proposing to control the private sector not out of ideological spite, but in order to preserve the interests of 98 per cent of the people of this country."

Mrs. Castle said she had no wish to enter into a bitter battle with the medical profession, and she had certainly never used the sort of language that she thought they had used and were still using about her and her proposals.

But the resolution went a long way beyond her proposals, she pointed out, and went a long way also, beyond Labour's manifesto policy.

"The policy on which we were elected was to separate private practice from the NHS; not to abolish it, and that is the policy of our consultative document issued recently."

She said: "It would be quite wrong to allow the private sector to develop in such a way that it would damage the interests of NHS patients."

Mrs. Castle, who was applauded enthusiastically, referred to allegations that her proposals would lead ultimately to the "watchtower, the watchtower, the Berlin Wall."

She said of her "watchtower": "They must be secret members of the Social Democratic Alliance."

Mrs. Castle also wanted a call for immediate nationalisation of the drug industry re-mitted. She said an NEC document on drugs was almost ready.

Delegates carried the motion by a show of hands.

However, Mrs. Castle had success on a second vote when, on her advice, the conference decided by 3,467m votes to 2,810m a motion to demarcate the health authorities and community health councils.

Mrs. Castle warned the conference that the Labour movement would neglect the National Health Service "at the peril of its soul."

"This is not just another social policy; the National Health Service is the expression of the unity of human society and therefore it must be an overriding socialist priority."

In a swipe at the medical profession, Mrs. Castle declared: "I would have thought that that principle would be sacred to the heart of every doctor, but we know that the medical profession forced Aneurin Bevan to compromise when he set up the National Health Service."

"And so for years we have had the cancer of commercialism at the heart of the National Health Service."

Delegates carried the motion by a show of hands.

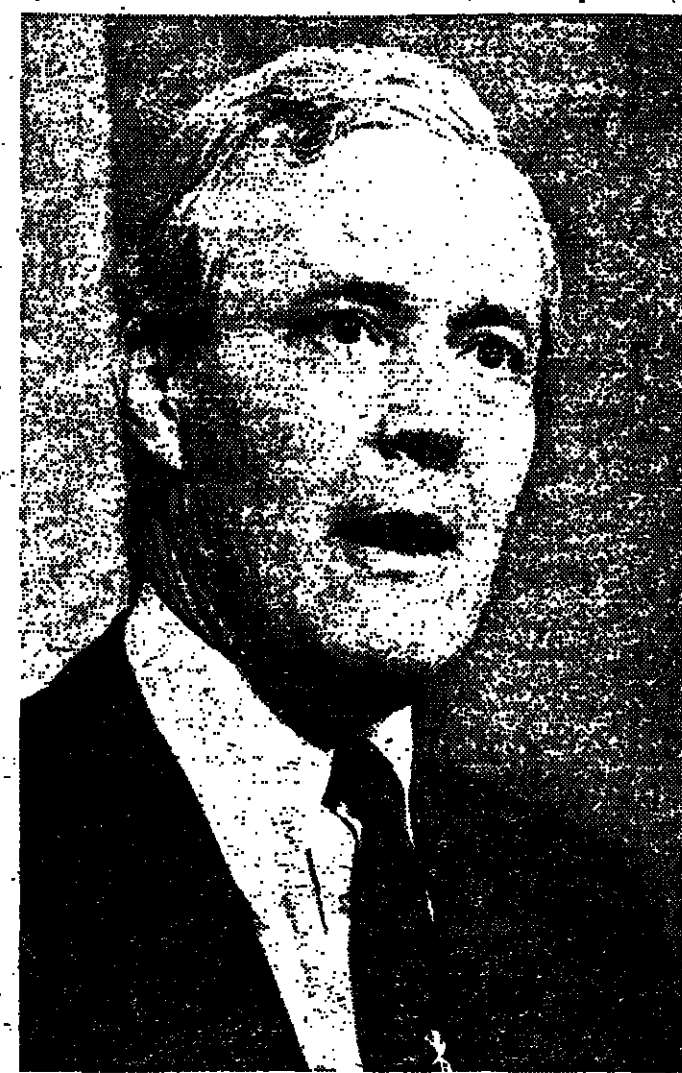
However, Mrs. Castle had success on a second vote when, on her advice, the conference decided by 3,467m votes to 2,810m a motion to demarcate the health authorities and community health councils.

Mrs. Castle warned the conference that the Labour movement would neglect the National Health Service "at the peril of its soul."

"This is not just another social policy; the National Health Service is the expression of the unity of human society and therefore it must be an overriding socialist priority."

In a swipe at the medical profession, Mrs. Castle declared: "I would have thought that that principle would be sacred to the heart of every doctor, but we know that the medical profession forced Aneurin Bevan to compromise when he set up the National Health Service."

"And so for years we have had the cancer of commercialism at the heart of the National Health Service."



Mr. Anthony Wedgwood Benn was given an enthusiastic standing ovation.

## Benn's bargain snapped up

BY PHILIP RAWSTORNE

ROUSED to a fervour by Mr. Anthony Wedgwood Benn, the Labour Conference yesterday demanded a more vigorous programme of public control and ownership in industry as the price for its support of the Government's economic policies.

Mr. Benn himself suggested the bargain—such a contribution entitled those who make it to "a great deal in return" and it was eagerly snapped up.

A mildly applauding Mr. Harold Wilson was left in no doubt that there would be trouble if he failed to deliver, for there was a deal of resentment in the air over his removal of Mr. Benn from the Industry Department and the consequent repackaging of the Industry Bill.

Mrs. Judith Hart, another displaced Minister, had opened the debate by telling the Government bluntly that the Bill was not good enough. The National Executive policy statement was "a commitment to the real spirit and intention of our policies and our manifesto," she declared. That was how most speakers, surveying the proposals for more money and power for the National Enterprise Board, saw it too.

Some, in fact, claimed to see even more in it. "It will regain our credibility," said Mr. Norman Atkinson, the Left Wing MP for Tottenham. "It will save the people's culture," said Mr. Alan Sapper, envisaging the nationalisation of the film industry. It would give us the wealth of Britain, cried another delegate.

Mr. Harry Urwin, of the Transport Workers, taking a more basic union view, told conference: "We cannot leave industrial investment to the manoeuvrings of financial playboys." But he added, with more faith than most, the Government now not only had the policies, but the will to carry them out.

Mr. Benn, leaving nothing to such a chance, expertly stimulated the conference into determining it. "We are not here to manage capitalism, but to change society," he declared, amid cheers.

"We were not elected to nurse an unjust and ineffective system through yet another crisis so that it can recover its vitality and be handed back to the same people in whose interests it will always operate."

Trade union wage restraint this year had bought the Government time to act, said Mr. Benn. And he promised Mr. Wilson with a quotation from Clem Attlee. The former Labour Prime Minister had said that the remedy for the evils of capitalism was public ownership, said Mr. Benn. "We have not heard that sort of language for well over a generation."

Go out and fight for the commanding heights, he urged the enthusiastic delegates. But, in the cause of unity, he laid a restraining hand on his own Bristol party whose target of 250 top companies seemed a bit steep even for him.

## Cost argument fails to deter call for pensions increase

BY JUSTIN LONG

APPEALS FROM Government and the National Executive were overruled when the conference approved a call for the basic state pension to be raised to at least 50 per cent of average earnings for a married couple and not less than 33 per cent for single persons.

Mrs. Shirley Williams, Prices and Consumer Protection Secretary, trying without success to get the resolution reworded, pointed out that the cost of implementing such a policy would be £3,750m. And it would mean an additional £137 on the National Insurance stamp, she told delegates.

"We do not know whether that is acceptable in a situation in which the increase in income tax is limited to 55 a week," said Mrs. Williams.

Because the counter-claim that policy is fundamental to the well-being of pensions as much as an increase in pension, this pre-

sents us with problems. This is the resolution was in more immediate terms than Mr. Jones that you accept that this is a target that we shall achieve as far as possible, but that taking action immediately.

A further resolution calling for an immediate and progressive reduction in pensionable age to enable men as well as women to be able to retire by 60, within 12 months was defeated after the Minister had again emphasised the problems this would involve.

A resolution for earlier retirement provisions in the mining industry was put forward by Mr. Lawrence Daley, NUM general secretary.

This was remitted to the NEC for more consideration after Mrs. Williams had pointed out that talks were already in progress on these matters between the Government, the NEC and the union.

Proposals for a national scheme for concessionary fares for the elderly and the disabled were also remitted for further consideration.

Delegates carried the motion by a show of hands.

However, Mrs. Castle had success on a second vote when, on her advice, the conference decided by 3,467m votes to 2,810m a motion to demarcate the health authorities and community health councils.

Mrs. Castle warned the conference that the Labour movement would neglect the National Health Service "at the peril of its soul."

"This is not just another social policy; the National Health Service is the expression of the unity of human society and therefore it must be an overriding socialist priority."

In a swipe at the medical profession, Mrs. Castle declared: "I would have thought that that principle would be sacred to the heart of every doctor, but we know that the medical profession forced Aneurin Bevan to compromise when he set up the National Health Service."

"And so for years we have had the cancer of commercialism at the heart of the National Health Service."

## Healey hits back at Mikardo TUC charge

BY RICHARD EVANS, LOBBY CORRESPONDENT

IN AN extraordinary outburst Mr. Denis Healey, Chancellor of the Exchequer, last night accused Left-winger Mr. Ian Mikardo of directing "a torrent of sour and malignant abuse" against the trade union movement.

Mr. Healey ousted this week from the Labour Party's policy-making National Executive Committee, hit back hard when he heard about an attack on trade union leaders launched by Mr. Mikardo at a Tribune rally.

Mr. Mikardo, a leading member of the National Executive and long-time political opponent of the Chancellor, had accused trade union leaders of getting too little from the Government in return for concessions made on economic policy.

The clash is a further vivid illustration of the deep distrust between some moderate Ministers and Left-wingers over the direction the Labour Party should take, particularly on economic issues.

In a speech at Bolton, Mr. Healey, although not mentioning Mr. Mikardo by name, left no doubt about his target. He said that the conference had given almost unanimous support to the attack which the Government and the TUC had launched against inflation.

The whole conference has been fired by a passion for unity in the face of the most daunting problems which any Labour Government has ever had to tackle.

The torrent of sour and malignant abuse which has just been directed against the trade union movement at a meeting organised by the Tribune group would have been natural enough from Mrs. Thatcher. It is astonishing from people who have always called for loyalty to conference decisions.

Mr. Mikardo had told the Tribune rally that his "very serious charge" against the TUC and the majority of its General Council was that they had asked for too little in the negotiations on the social contract and the 55 a week pay limit.

They've given up their long treasured right to free collective bargaining but what have they got in return?" he asked.

"They have undoubtedly got the removal of many of the harsh and unfair restrictions which were imposed on trade union members by Conservative Governments, but they have away?" Mr. Mikardo said.



Chancellor of the Exchequer Mr. Denis Healey snatched a bank safe in 61 seconds flat. But after effort he said "I found the safe was empty." He then broke into the sophisticated electronic safe at the Party conference in a competition organised by Co-operative Bank. The person opening the safe quickest time wins £100 for his constituency party for himself—but it will not be Mr. Healey: the time he took was 13 seconds.

## CONTRACTS AND TENDERS

### UNITED ARAB EMIRATES DEVELOPMENT INVITATION TO TENDER TWO FISH MEAL FACTORIES

Qualified bidders only are invited to tender for one of the following fields:

- 1—Civil and structural engineering work.
- 2—Process plant, mechanical and electrical installation.
- 3—Subcontractors:
- 3.1—2 steam boiler plants.
- 3.2—2 back pressure steam turbine installations.
- 3.3—Steel storage tanks and silos, approx. 600 to 1,000 tonnes.
- 4—Six steel fishing vessels, approx. 100 feet, with fish 5—Management contract for two first operating years.

Interested parties should register themselves at a below as soon as possible. Bid documents for items 1 to 5 will be distributed on 15 November 1978, for subcontract 3, and item 4 on 12th October 1978.

Unrefundable deposits:

- Each main item DH.3000 or equivalent.
- Each subcontract item DH.1000 or equivalent.

On registration the bidders should present their qualification. Bids should be accompanied by a bank guarantee of 5 p of the value of the offer valid for a period of 90 days from the date of submission.

Tender items 3.1-3.2 and 4 will be received until 10 November, 1978, and items 1-3.3-5 on 29th November at U.A.E. Development Bank premises.

U.A.E. DEVELOPMENT BANK, P.O. BOX 244 ABU DHABI (PURCHASER).

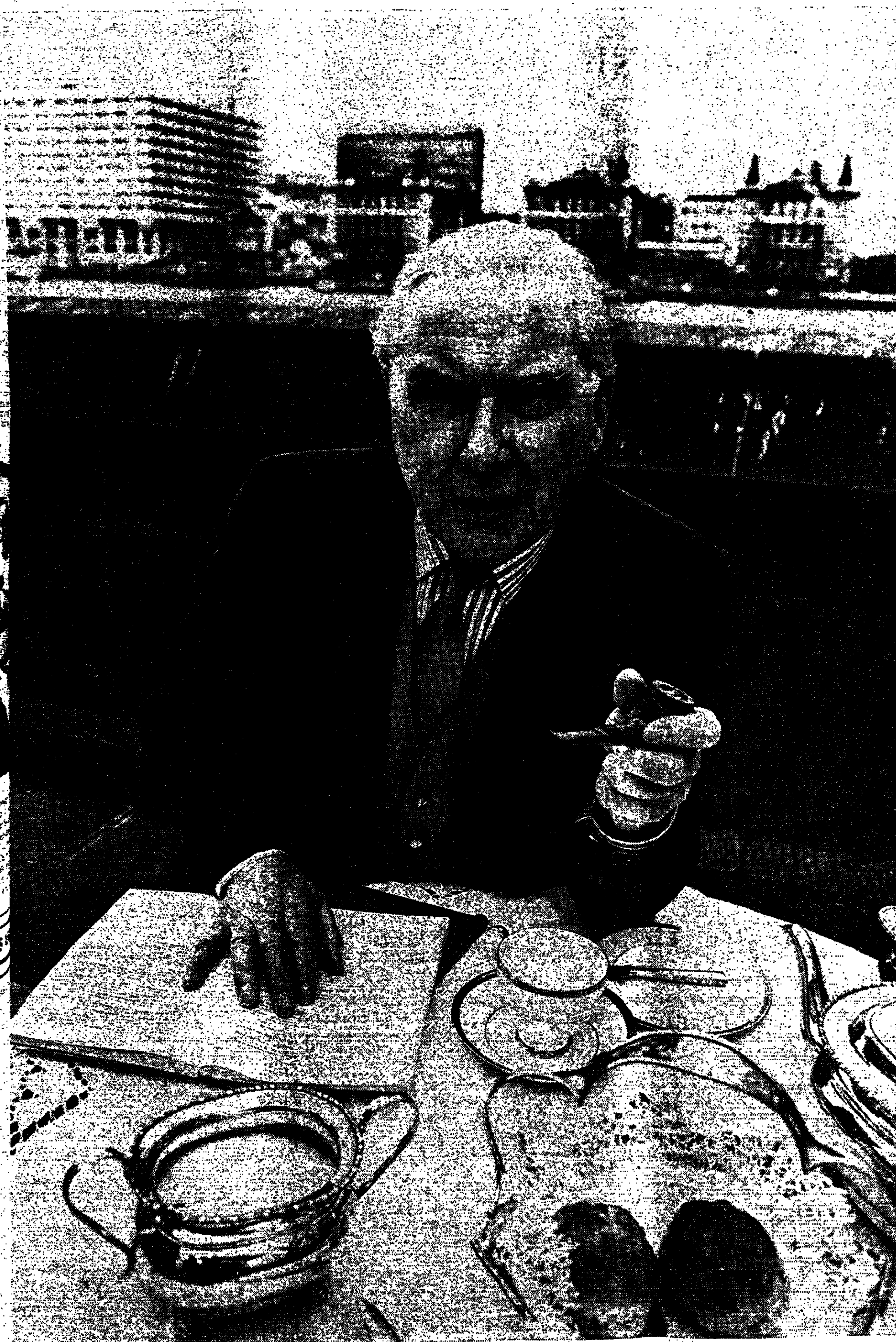
NORCONSULT A/S, P.O. BOX 1322 HOEVI NORWAY (CONSULTING ENGINEER).

هكذا من الأصل



pool  
Healey  
at Mil  
TUC

## "The terrace of the Houses of Parliament no place to discover you need corporate advertising."



"I'd asked to see my MP to talk over my company's proposal to build a factory in a new development area.

"I'd just got round to mentioning the size of the grant when he told me he'd been canvassing opinion among fellow Members. They liked our plan but, frankly, were doubtful that ours was the right company to do it.

"He poured the tea. I swallowed hard."

Corporate advertising is an influential ally.

It builds confidence in many circles: the City, the media, pressure groups, even the Government.

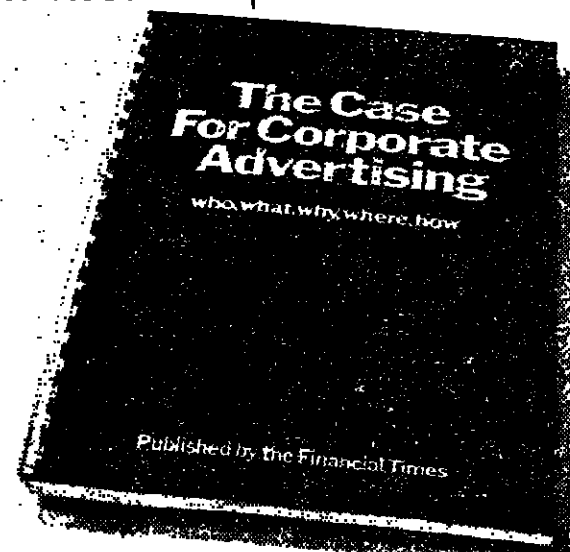
It reassures investors and suppliers. It acts as a visiting card for your salesmen. It builds up morale and keeps down staff turnover.

It develops understanding for better labour relations.

It strengthens your customers' confidence and encourages new customers.

It lets you talk to the world direct — in your own words, without risk of misinterpretation along the way.

Wherever you need a fund of goodwill, good corporate advertising can be a positive force. Post the coupon for your free copy of the Financial Times booklet 'The Case for Corporate Advertising' — and read it over a cup of tea.



To: Richard McClean, Financial Times,  
Cannon Street, London EC4P 4BY.  
Telephone 01-248 8000.

Please send a free copy of the booklet  
'The Case for Corporate Advertising'.

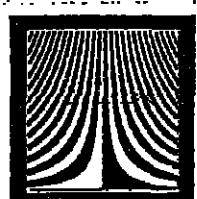
Name

Position

Company

Address





# The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

## PROCESSING

### Plastics recycling plant

ONE DOES not have to believe the forecast that by the end of a decade the recycling business will have grown to the third largest industry to accept that it is one of the faster growing import savers able to provide a growing range of products at highly competitive prices to original products.

Fortune, or rather misfortune in the shape of a devastating fire, enabled John Price (Plastics), of Chalford, Glos., to take a big step forward in the recycling of oil-based waste and rejects like polypropylene, polystyrene and polyethylene. The new factory on the Chalford industrial estate incorporates the most modern equipment, together with company technical know-how, to produce 50,000 tons

annually of re-processed materials—twice as much as in the former factory with half the labour force.

Each batch of material undergoes routine testing for such factors as determination of density, impact strength and melt indices before the reject mouldings, film or lumps of plastic are shredded into uniform particles. These are ground and afterward pass straight to an extruder for compounding or for blending with other materials of the same class, and perhaps also a colourant.

The resulting pellets are then sold at about 75 per cent. of the cost of brand new pellets. While 100 per cent. re-cycled material can be used for such things as

refuse sacks, engineering needs almost always entail requirements like freedom from heat distortion and strength, so that it is more common to find re-cycled materials forming a proportion of the mix.

In case the process appears to be plain sailing for anyone, John Price (Plastics) says it has deliberately chosen difficult materials like polypropylene stretched tape and monofilament to help create markets, and this is doing with growing success in several European countries. At present, there are two compounding lines but a third is already being planned, although the plant has only just been formally commissioned.

PETER CARTWRIGHT

## SAFETY

### Wires short when fire starts

BASED ON initial research carried out at the Fire Research Establishment and subsequent development to the manufacturing stage by BICC, a recently formed GEC company called Pathfinder Safety Systems is to market the second "cable only" type of fire detector to be introduced into the U.K.

Earlier this year Monogram Electric introduced a system based on running a length of heat sensitive cable round the area to be protected: the dielectric resistance changes as the temperature rises.

The Pathfinder-BICC system produces a switching effect at a predetermined temperature. The cable consists of a pair of high tensile steel conductors, copper coated, giving low conductor resistance and contact resistance. The wires are given a twisted configuration during manufacture and are separated by a dielectric which allows them to move together to produce a short circuit when the

temperature rises enough to produce melting at some point on the cable.

Normal operating temperature of the system is 68 deg. C and it is claimed to be accurate to  $\pm 1$  deg. C. Shorting occurs within 10 seconds of exposure to the operating temperature claims the company.

About 160 metres of the cable would be needed to wire a 500 sq. metre area which, states the company, would normally need 16 spot detectors plus cable. It is being made available in 50 and 100 metre lengths and operates on 24 volts DC. Ancillary equipment can be fairly straightforward.

BICC has set up plant to make the cable, using a thermoplastic compounded so that it softens rapidly at the operating temperature but has good mechanical and electrical characteristics at normal room temperatures. The product handles and looks like ordinary electrical wiring cable and can be installed in the same way.

According to Pathfinder (Pugh Street, West Bromwich, West Midlands B70 0EH), it now becomes possible to protect hotels, public buildings, warehouses, and many other premises at a fraction of the cost of conventional fire detection systems.

## RESEARCH

### Big grant for new telescope

NEARLY £2M. is going to Manchester University Science Research Council for the construction of a multi-telescope interferometer.

The system will be used to provide detailed information on star formation phenomena. To keep costs to a minimum, the Council says, the new dish will be a production-line model

## DATA PROCESSING

### Slow progress towards automatic programs

SOFTWARE production is an increasing burden on the user. At a recent conference in Edinburgh, IBM described the amount of effort it is putting into the production of solutions to the problem of designing business applications for computers, automatically.

The present set of simplified questionnaires used to create a basis for semi-automatic production of programs is unsatisfactory on a number of counts. Not all of the current systems are efficient enough, many of them can deal only with very small-scale business applications areas and in all cases the final system may do things which were not fully understood by the businessman answering the questionnaires.

The IBM team studying these problems is led by Patricia Goldberg within its Yorktown Heights (U.S.) laboratory.

Part of the system for automatic programming is working on a prototype basis to promote progress in the many remaining areas of study. The first part of this system deals with statements on events and document flows. The user is confronted with a variety of choices and a systems definition is gradually evolved through a dialogue with the user.

The appearance of the screen employed in this dialogue is important. Four colours are used to help in the interaction. Normal and cleared facts and related conditions display in green, while inconsistencies produce red displays for the conflict items or definitions.

Warning conditions are indicated by the orange shades. The

user is able to remove the inconsistent states and definitions and thus get the green light to go ahead with further choices of data flows and outputs.

The first stage of the system is output-centred in that this focuses helps the user to concentrate on the final meaning of the system.

In a sense the machine throws up trial systems which are then modified by the user. The process of modification can only be carried out properly if the user understands what the program behind the trial system means in full.

The test of understanding a program rests on whether a full set of implications is gathered after a change has been made. Current experiments have a user at a terminal looking for a change which has been made, but not disclosed. The process of discovery is then to be used to help the dialogue, aimed at avoiding unexpected events when a full business system is run after amendment.

It is not yet at all clear whether any obvious set of exhibits relating to the behaviour of a program will prove to be a natural way of communicating with business users. It may be that a varied set of communication ideas will be needed to obtain a clear understanding with the whole class of possible business users.

The strength and weakness of the IBM experiment may be seen in its starting assumption—that documents and their flows create a basis for a model of the business activity world.

and is known as the 1100/10. This machine can be considered as a replacement for the 1100 and is 30 per cent. more powerful than the latter while costing 25 per cent. less, that is for processor, memory and control console.

Compatibility with the other machines in the series such as the 1100, the highly successful 1105 and the 1110 is total.

Four types of disc drives can be used and Univac 14 tapes are available. This provides automatic tape loading and two methods of data recording.

Two different communication subsystems can be used and the same level of security as for other machines in the series is provided for terminals.

Solid-state memory with a new level of data density is used with basic storage at 131,702 words, expandable by the same amount in steps up to 624,288 words.

### CAP settles overseas unit's name

CAP U.K.'s international product marketing company—initially called Computer Automated Products—has been registered under the name of Computer Program Products (CPP), in order to avoid confusion with other companies.

CPP has been awarded the licence to market and support Boole and Babbage's products throughout Austria, Belgium, The Netherlands, Germany, Switzerland, Luxembourg, Spain. CAP-Products will continue marketing B and B products in the United Kingdom.

Boole and Babbage is a leader in computer measurement and efficiency software as well as in IMS and computer accounting software.

Its best known product in Europe is the Systems Measurement Software (SMS), range of software performance monitors, which already has 130 installations. CAP studies using SMS have been showing an average saving of over 20 per cent. processor time.

CPP also has a licence to market Applied Data Research program products in the same countries as for B and B plus some Middle Eastern territories.

Computer Analysts and Programmers, 14/15, Great James Street, London, WCL 01-242 0021.

## HANDLING

### Fork trucks from Japan

MITSUBISHI fork lift trucks powered by LP gas or diesel engines are available in the U.K. from Hawkins Mechanical Handling, Unit 8, Central Trading Estate, Staines, Middx., TW18 6UT (Staines 56321).

They include the diesel-engined FD30, capable of handling a 4,000-lb load at 24-inch centres. It is fitted with a large-capacity air cleaner which is stated to be capable of delivering 99.9 per cent. dirt-free air to the engine in all working conditions.

Torque-converter transmission is fitted, brakes are hydraulic and steering is power-assisted. The mast is built of hot extruded steel channels to resist torsional stresses. Hydraulic pump and fuel tank are an integral part of the box-type side frame.

Forward speed is 10.6 mph and reverse is 9.9 mph.

### Scoops for fork lift trucks

CASCADE HAS developed a range of hydraulically-powered scoops, which it is claimed can be attached to fork lift trucks of all makes. The scoops are for loose handling of materials with densities varying from 900 to 3,000 kg./sq. metre.

The attachments are in two versions: with one or two cylinders.

Single-cylinder models are for loose light materials with an average density of 1,800 kg./sq. metre such as grain, animal feedstuffs, most vegetable products and dry sand.

Dual cylinder models are for heavier materials with an average density of 2,500 kg./sq. metre, such as gravel, earth, and chemical products. Designs are available for scrap metal, other high density materials and for materials which are light but

fibre particles and salt deposits from the glass bulbs while the second machine deposits a uniform coating of aluminium by vacuum evaporation to cover the inside surface of the bulbs. The bulbs are placed into evaporating heads carried by a rotary turret. Precise lengths of aluminium wire are automatically fed into the heads and evaporated under high vacuum on to electrically heated

elements. The third machine (shown here) removes the reflective coating from the crown of the bulb to produce the window or aperture through which the light beam will shine. An accurately metered amount of dissolving solution is automatically fed into each bulb, and is subsequently pumped out when the required window has been cleared. Final rinsing is carried out on the same machine.

### COMMUNICATION

#### Solid state camera for mine rescue

A CHARGE coupled device image sensor operating with slow scan converter forms the basis of a video system to be supplied to the U.S. Bureau of Mines for use in rescuing trapped coal miners.

Units are to be provided by Fairchild Camera and Instrument Corporation under a recently awarded \$75,000 contract.

The CCD device will have 244 x 190 elements and the camera will be contained in a 24-inch diameter housing which it is intended will be lowered through a borehole during rescue attempts. The system is able to transmit a signal over about 5 miles of cable and at the surface the scan converter enables connection of standard TV monitors and videotape recorders. Fairchild's U.K. address is Kingmaker House, Station Road, New Barnet, Herts (01-440 7311).

## ENERGY

### Solar power on demand

MANY potential solar power applications can now be met with the MST100 solar power module, available from the Electronic Components Division of Ferranti. The modules will be used to provide electrical power in geographically isolated areas for such equipment as navigation beacons and meteorological and telecommunications stations.

They have also been used to provide battery charging facilities for the BBC crew filming the Chris Bonington expedition to Mount Everest.

With a one-off price of £80 per module, more domestic applications, especially on boats and caravans, are also anticipated. Each produces a typical electrical output of 17W into a 6V battery system under the maximum earth surface insolation of Air-Mass One (approximately 100mW/cm<sup>2</sup>). Each consists of 20 semi-circular silicon photo-voltaic cells connected in series, mounted in a rugged glass metal sandwich, with a sealed edge, and having cells embedded in transparent plastic. They require only the minimum of maintenance during their long working life, and have the added advantages of conserving depletable energy sources while producing no pollution.

Facilities exist at Ferranti to produce custom-designed arrays for special applications. Components division is at Gem Mill, Chadderton, Oldham, Lancs. (061 624 0515).

By agreement between the Financial Times and the BBC, information from The Technical Page is available for use by the Corporation's External Services as source material for its overseas broadcasts.

Join up with the



Cooper-Turner Group

Manufacturers of industrial machinery

Sheffield S4777

Unlike previous contr ever, the operation is by button. Simply push to turn for off—a function is easily described in instructions and that glacial possibility of wro tion. Although Honey achieved single knob e the "safety latch" whereby a restart is after shutdown until t unit drops out, has tained.

Honeywell is at Square, Bracknell, Ber nell 24555.

## TRANSPORT

### Cuts cost of waste disposal

BIG SAVINGS in trans are being made by a re fer station newly-open field, Guildford, as a tion by Surrey Coun and Hales Containers, of the Ready Mixed group.

Domestic waste—1.0 week—is taken to the council collection fr ford and Woking and hydraulic compactors, pactors squeeze the w little as 30 per cent. o volume and push it i yard steel container when full, are hauled 4M site 14 miles aw bam. Each container the contents of two-and lection vehicles. So t by minimising the i the fully-loaded vehicles, makes big mileage, driver hours.

The station serves a populations of (120,000) and Woking is manned by a forem operatives, employed County Council to deli very and weighbu and by drivers, employed by tainers to handle th tion plant and trans, compressed refuse to t site.

Surrey County Cou the Stuyfield site and building housing the plant. Hales owns an the compactors, hauls and containers which compressed refuse is The partnership is a five-year contract.

The Hales equipu and supplied in a \$65,4 deal by Powell Duffryn ing of Llantrisant, St —comprises two 11-Tonspack II refuse ( four Powell Duffryn Dismantling lorry-mou tainer handling unit 48 cubic yard steel containers. The statio two open-topped 40 c containers to handle sible refuse and ame brought in by the pub

Hales Containers is: Cross 27441 and Pow at Casleion (0635) 42

# condensation

There's now a system which controls condensation in industrial and domestic buildings by using a combination of maintained pressure, moisture detection and extraction, and heat recuperation. It's fully automatic. It's called Humidvent. It's made by Adelle Products. And it works.

If you'd like details send this coupon

Name \_\_\_\_\_

Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Tel No. \_\_\_\_\_

Adelle Products

LANCASTER ROAD, HIGH WYCOMBE, Bucks. PHONE: 0494 82822

GRAMS: AIRFLOW, HIGH WYCOMBE. TELECS: 535858

A Division of AD Airflow Developments Ltd.

هكنا من النصل

At least 19 of the world's leading pharmaceutical producers including 10 U.S. companies have set up plants in Ireland or are committed to do so... In the past two years, Ireland has lured more than \$200 million of investment by drugmakers with generous tax relief, capital grants, and tariff free access to the Common Market

Business Week June 18th 1975

GET THE GOOD NEWS FROM THE REPUBLIC OF IRELAND

IDA IRELAND 28 BRUTON STREET LONDON W1X 7DB 01-6294214 or 499 6



## LABOUR NEWS

## auxhall men told not to work with non-unionists

ROY ROGERS, LABOUR CORRESPONDENT

STEWARDS at Vauxhall plant at Luton, Bedfordshire, are being told not to work with non-unionists. This has happened on the grounds that the men were not "appropriate" trade unionists. When the agreement reached, probably at a union-management meeting, next week, the company's 22,000 manual workers will have between one and eight weeks to join an appropriate union, depending on length of service.

At present it is believed that only about 1,000 workers are not in one of the three unions — Amalgamated Union of Engineering Workers, Transport and General Workers' Union and Electrical and Plumbing Trades Union.

## von fear council fundancies

BRINGING of redundancies at Luton County Council works came yesterday as a later award of £6 for the county's 1m local council workers. The council's chairman, P. Pinney, said that the award was a "very good" one, but that the council would not be asking for more than it had budgeted for.

He said that the award was a "very good" one, but that the council would not be asking for more than it had budgeted for.

He said that the award was a "very good" one, but that the council would not be asking for more than it had budgeted for.

## Bakery to shut

BAKERY Products, of Luton, Bedfordshire, are being told not to work with non-unionists. This has happened on the grounds that the men were not "appropriate" trade unionists.

**£22.6 MILLION**  
Would a share of £22,600,000 tempt you to expand in GLASGOW?

Glasgow recently allocated £22.6 million for the development of advance factories — roof positive of the city's determination to encourage industrial investment and expansion.

But the encouragement doesn't stop there. Glasgow's Industrial Advisory Service can supply any information you require: from access to the register of industrial sites and premises to advice on financial assistance, inducements and availability of labour. We have a permanent liaison with the Department of Industry and can smooth the way for you in your dealings with other departments within Glasgow District Council.

Send today for these brochures. They'll tell you why Glasgow is the city to build on.

CONTACT: STUART LOGAN, Industrial Development Officer, Estates Department, City of Glasgow District Council, Fitzpatrick House, 14 Cadogan Street, Glasgow G2 6NW. Telephone: 041-221 9600 Ext. 2612

**GLASGOW city to build on**  
CITY OF GLASGOW DISTRICT COUNCIL ESTATES DEPARTMENT

**WE, THE LIMBLESS, LOOK TO YOU FOR HELP**  
We come from both world wars. We come from Kenya, Malaya, Aden, Cyprus... and from Ulster. From keeping the peace no less than from war we limbless look to you for help.

And you can help, by helping our Association, BLESMA (The British Limbless Ex-Services Men's Association) look after the limbless from all the Services. It helps, with advice and encouragement, to overcome the shock of losing arms, or legs or an eye. It sees that red-tape does not stand in the way of the right entitlement to pension. And, for severely handicapped and the elderly, it provides Residential Homes where they can live in peace and dignity.

Help BLESMA, please. We need money desperately. And, we promise you, not a penny of it will be wasted.

**British Limbless Service**  
The Association of Limbless Ex-Services Men

## Benn wants to speed N. Sea oil

By Laurence Olsaker

MR. ANTHONY Wedgwood Benn, the Energy Secretary, said yesterday that he wanted to speed up the development of North Sea oil at a much faster pace, largely because he was worried about the latest 10 per cent. price rise by OPEC.

His remarks were reported by shop stewards from Lings Oil, the North-East's leading oil rig construction yard, who had come to the Labour Party conference in Blackpool to ask for help in obtaining more oil rig orders for their yard.

The Lings yard said work in hand would last only until July next year and oil companies were reluctant to place new orders because of uncertainties over the Government's policies.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

This platform is less labour-intensive than previous structures built at the yard and has already led to a 400-job cutback in the 1,600 workforce.

The four stewards said Mr. Benn told them he had written to the oil companies about the problems of new orders and that he would have to evaluate their proposals. They were "unhappy with the outcome of yesterday's meeting. 'We won't be satisfied until we get orders,' they said."

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

Mr. Benn told the delegation that he would do everything possible to safeguard the future of the Hartlepool-based company, which has only one order on its books — a contract for a platform for Burnah Oil Development's Thistle Field.

"I DO NOT THINK THE COURT SHOULD INTERFERE"—LORD WIDGERY  
Crossman diaries victory

PERMISSION WAS given in the High Court yesterday to publish the controversial Crossman diaries. Lord Widgery, the Lord Chief Justice, gave his 4,500-word judgment at the end of a 175,000 legal battle to determine the limits which should be placed on the discretion of Cabinet Ministers in their memoirs.

The authority to print the diaries, which contain the late Mr. Harold Crossman's account of his life as a Cabinet Minister in the Labour Government between 1964-70, is confined at this stage to the first volume. The court granted liberty to adjourn issues over the other two volumes, for 1968-69 and 1969-70, if fresh considerations applied.

The essential judgment came in the final words of Lord Widgery, who had himself read the first volume during the legal vacation. As soon as judgment ended, the Attorney General told the court: "Our intention is to appeal, obviously, subject to further consideration."

He told the Press later that this meant consultations with the Treasury Solicitor, the Cabinet Secretary, Sir John Hunt, and probably other legal experts in the Law Officers Department.

Mr. Crossman's widow, who was in court, said: "I am tremendously pleased at the outcome." Mr. Michael Foot, who with her and Mr. George C. Green, completes the trio of literary executives, was not in court for the judgment.

The action to restrain publication had been brought by the Attorney General against these three defendants, as well as against Mr. Harold Evans, and also against Jonathan Cape and Hamish Hamilton, publishers, and Times Newspapers.

After refusing to grant the injunction, Lord Widgery awarded costs to all the defendants, who estimated later that their share may exceed £40,000, with the rest being the cost of the Crown case.

He said: "The Attorney General has made his claim standing much of the action is the expression of individual opinions by Cabinet Ministers in the course of Cabinet discussion are matters of confidence, publication of which can be restrained by the court when this is clearly necessary in the public interest."

Lord Widgery said that the doctrine of joint Cabinet responsibility, which is in the public interest, and the application of that doctrine might be prejudiced by premature disclosure of the views of individual Ministers.

There must, however, be a time limit after which the confidentiality of the information, and the duty of the court to restrain publication, will lapse.

Similarity  
"I have had the opportunity to read the whole of volume one and I cannot believe that the publication at this interval of anything in this volume would inhibit free discussion in the Cabinet of today, even though the individuals involved are often the same and the national problems have a distressing similarity with those of a decade ago."

"It is unnecessary to elaborate the evils which might flow if, at the close of a Cabinet meeting, a Minister proceeded to give the Press an analysis of the voting. But we are dealing in this case with a disclosure of information nearly ten years later."

"It may of course be intensely difficult in a particular case to say at what point the material loses its confidential character, on the ground that publication will no longer undermine the doctrine of joint Cabinet responsibility."

"But this seems to me to be excessively restrictive. The court should intervene only in the clearest of cases where the continuing confidentiality of the material can be demonstrated. In less clear cases, reliance must be placed on the good sense and good taste of the Minister or ex-Minister concerned."

Dealing with the present memoirs, Lord Widgery said: "There is nothing in Mr. Crossman's work to suggest that he did not support the doctrine of joint Cabinet responsibility."

"The question for the court is whether publication now might damage the doctrine, notwithstanding much of the action is standing much of the action is the expression of individual opinions by Cabinet Ministers in the course of Cabinet discussion are matters of confidence, publication of which can be restrained by the court when this is clearly necessary in the public interest."

Lord Widgery said that the doctrine of joint Cabinet responsibility, which is in the public interest, and the application of that doctrine might be prejudiced by premature disclosure of the views of individual Ministers.

Arguments by the Attorney General that the diaries disclose confidential advice by senior civil servants and observations by Ministers on the suitability of individual civil servants were rejected by Lord Widgery, who took the view: "I can see no ground in law which would entitle the court to restrain publication of these matters. A Minister is, no doubt, responsible for his Department and accountable for his errors even though the individual fault is to be found in his subordinates."

Lord Widgery stressed that disclosure of the fault of the subordinate may amount to a cowardice or bad taste. "But I find no ground for saying that either the Crown or the individual civil servant has an enforceable right to have the advice which he gives treated as confidential for all time."

For these reasons I do not think that the court should interfere with the publication of volume one of the diaries. I propose therefore to refuse the injunction sought, but to grant liberty to apply in regard to the material other than volume one if it is alleged that different considerations may there apply."

Discretion  
In Lord Widgery's view, the Attorney General had to show that any obligation of secrecy or discretion attaching to former Cabinet Ministers was binding in law and not merely in morals.

Mr. Harold Wilson, as Prime Minister in 1964 and 1969, had issued a document to his Cabinet Ministers on the question of disclosing information in their memoirs. Until now, Cabinet Ministers had usually submitted their MSS to the Cabinet Secretary, as Sir Winston Churchill had done with his war memoirs. But Mr. Crossman disapproved of this.

In the present case, the defendants argue that extending the principle of the 1967 case to the present dispute involves an unjustified leap forward. "I cannot see why the courts should be powerless to restrain the publication of public secrets while enjoying powers in regard to domestic secrets, and therefore conclude that when a Cabinet Minister receives information in confidence the improper publication of it can be restrained by the court."

"I cannot accept the suggestion that a Minister owes no duty of confidence in respect of his own views, as it would only be a very pleased at this judgment. No honest Government has anything to lose by publication of discussions which do not endanger the security of the State."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

Mr. Michael English, MP for Nottingham West and a leading advocate of less Government secrecy, said that in his view the Attorney General had been applying "some archaic principles."

## 'Farcical' overtime rates anger junior doctors

JUNIOR HOSPITAL doctors in Leicester are to take industrial action from October 13 unless the Government improves the overtime rates under a new contract they have been offered.

Dr. P. Woods, a junior registrar at Leicester General and spokesman for the 150 junior doctors in the region, said the juniors accepted the principles of the new contract, but were unhappy at the "farcical" rates they have been offered for work over 44 hours a week.

At present, junior doctors earn overtime only after 80 hours. Under the new contract, extra payments will start at 44 hours but these will be only 30 per cent of the normal rate for working in hospital or being on standby, and 10 per cent for being on call at home.

For a junior house physician this works out at about 37p an hour extra and 12p an hour extra respectively, Dr. Woods said.

The juniors' action will be to ban all but emergency work, Dr. Woods said. Patients already in hospital will be treated normally but the juniors at Leicester's three main hospitals will not attend out-patient clinics and routine cases will have to be put back.

The ban will be fairly flexibly interpreted. "We want to introduce the absolute minimum of inconvenience to any individual patient," he said. This action by the Leicester juniors comes on the eve of a meeting in London when the Hospital Junior Staff Committee, which represents juniors all over the country, will decide whether to accept or reject the new contract.

Dr. Woods said that the Leicester juniors accepted the principles of the new contract, but were unhappy at the "farcical" rates they have been offered for work over 44 hours a week.

At present, junior doctors earn overtime only after 80 hours. Under the new contract, extra payments will start at 44 hours but these will be only 30 per cent of the normal rate for working in hospital or being on standby, and 10 per cent for being on call at home.

For a junior house physician this works out at about 37p an hour extra and 12p an hour extra respectively, Dr. Woods said.

The juniors' action will be to ban all but emergency work, Dr. Woods said. Patients already in hospital will be treated normally but the juniors at Leicester's three main hospitals will not attend out-patient clinics and routine cases will have to be put back.

The ban will be fairly flexibly interpreted. "We want to introduce the absolute minimum of inconvenience to any individual patient," he said. This action by the Leicester juniors comes on the eve of a meeting in London when the Hospital Junior Staff Committee, which represents juniors all over the country, will decide whether to accept or reject the new contract.

Dr. Woods said that the Leicester juniors accepted the principles of the new contract, but were unhappy at the "farcical" rates they have been offered for work over 44 hours a week.

At present, junior doctors earn overtime only after 80 hours. Under the new contract, extra payments will start at 44 hours but these will be only 30 per cent of the normal rate for working in hospital or being on standby, and 10 per cent for being on call at home.

For a junior house physician this works out at about 37p an hour extra and 12p an hour extra respectively, Dr. Woods said.

The juniors' action will be to ban all but emergency work, Dr. Woods said. Patients already in hospital will be treated normally but the juniors at Leicester's three main hospitals will not attend out-patient clinics and routine cases will have to be put back.

The ban will be fairly flexibly interpreted. "We want to introduce the absolute minimum of inconvenience to any individual patient," he said. This action by the Leicester juniors comes on the eve of a meeting in London when the Hospital Junior Staff Committee, which represents juniors all over the country, will decide whether to accept or reject the new contract.

## TRY THE 'BIG DODGE' MILE TEST



and see how the Dodge K38 beats practically everything by a mile!

...ON ECONOMY. Ask any Dodge K38 operator Robin Earith, owner-driver says 'On my Ticehurst to Auchterarder run (500 miles) I go at 55 MPH all the way, hills included and I get 9.6 miles to the gallon. I've got the tachometer to prove it' R. Cripps and Co. Ltd., nationwide construction and equipment distributors, who operate three Dodge K38s, usually at full 32 tons GCW, report 8.4 to 9 MPG. They do Nottingham-Southampton and return on single tank of fuel.

...ON POWER. The power-weight ratio of around 8.5 BMP per ton at 32 tons GCW is better than most. 'We're more concerned with saving time, and the current vehicles save up to 1½ hours

on journeys,' says Mr. Farcombe of Chapman's Transport Ltd. 'On the A74 just before Crawford there's a slow drag for 4½ miles up to 1,300 feet above sea level. I can take 20 tons up there in overdrive,' says Robin Earith.

...ON PAYLOAD. Really competitive even at the UK limit of 32 tons, this highly specified 38 tonner surprisingly has no payload penalty. Yet operating on the Continent at 38 tonnes, it offers a considerable payload advantage of up to one ton. 'We often run at 40 tons GCW with special permission,' says Mr. Tom Carpenter, Managing Director, Carpenter Plant Hire. 'Any truck that can stand up to this plant hire game really must be good!'

...ON PRICE. Not only is the price as low as any (and lower than most!) But almost everything that's an optional extra on other vehicles is standard on the Dodge K38, including the fitted radio. Clearly the way your big trucks handle mileages is critical to the success of your particular operation. Whether you're after outstanding MPG. Or dramatic turnaround times. Or both. Because it gives unparalleled flexibility of performance, the 'Big Dodge' offers you the best chance of achieving the best cost per ton mile. Each 'Big Dodge' mile can be used as you please—to save time and fuel. Try the 'Big Dodge' Mile Test—at your Chrysler Dealer. 12 MONTHS UNLIMITED MILEAGE WARRANTY





# ACCOUNTANCY APPOINTMENTS

CSL

West End Salary negotiable

## SOLICITOR or ACCOUNTANT

The Chairman of a London based private bank requires a Solicitor or Chartered Accountant to act as his personal assistant. The man appointed will assist the Chairman with the bank's fiscal and financial planning services for corporate and private clients.

Ideal applicants will have a good knowledge of taxation and company law and must be able to combine a high level of technical ability with a commercial and commonsense approach.

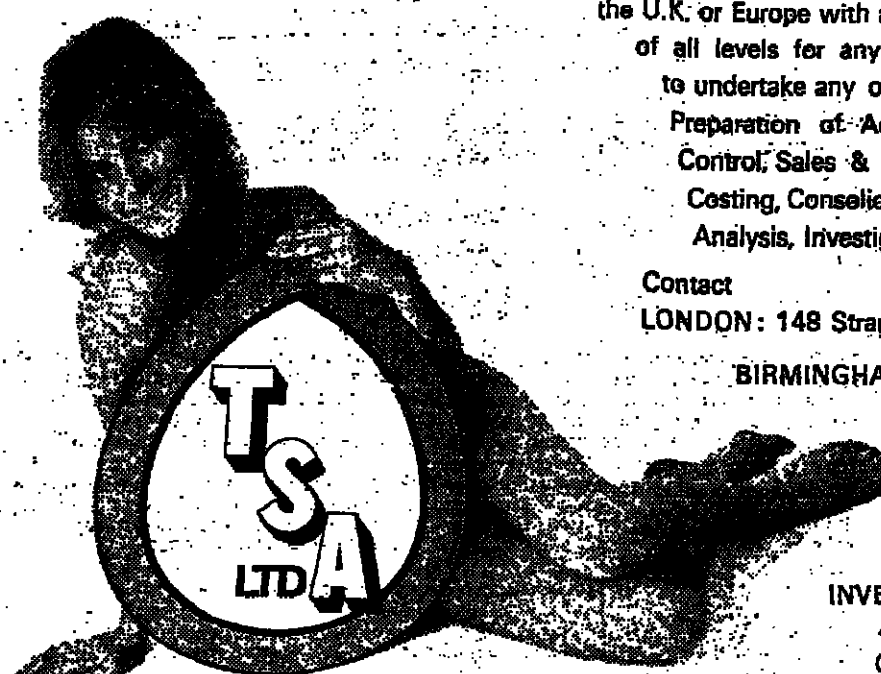
Age is relatively unimportant and for the right man an attractive salary and fringe benefits will be negotiated.

Brief but comprehensive details of career and salary to date, which will be acknowledged and forwarded to our client unless a covering letter gives contrary instructions, should be sent to:

The Executive Selection Division - MF487.

Coopers & Lybrand Associates Ltd.,  
Management Consultants,  
Shelley House, Noble St., London, EC2V 7DQ.

## TROUBLESHOOTING ACCOUNTANTS LTD



provide companies in any location throughout the U.K. or Europe with accounting staff of all levels for any period of time, to undertake any of the following:  
Preparation of: Accounts, Credit Control, Sales & Bought Ledger, Costing, Consolidations, Systems Analysis, Investigations.

Contact  
LONDON: 148 Strand, 01 836 2763

BIRMINGHAM: 65 New St.  
021 643 5241

GLASGOW:  
45 Renfield St.  
041 221 3312

INVERNESS:  
45 High St.  
0463 37151

## Group Financial Controller

N. Lincolnshire

c. £8,000 + car

This new appointment is with a group of private companies planning public flotation in the near future. Based in the snack food industry, they are poised for continuing rapid expansion and diversification, through acquisition.

The successful candidate will report to the group managing director and, after re-organising the accounts function for needs of future growth, will retain overall financial responsibility and be personally concerned with acquisition studies and giving financial advice to the holding company board.

Candidates, ideally aged 35-40, must be qualified accountants, fully conversant with integrated management accounting and have held responsibility for the production of full company accounts.

Write in confidence, quoting reference 1988/L to: E. W. Cornford.

Peat, Marwick, Mitchell & Co.,  
Management Consultants,  
Suite 401, Salisbury House,  
Finsbury Circus,  
London, EC2M 5UR.

## GENERAL MANAGER Finance

c. £8500 p.a. + car: West London

International Aeradio Limited is a subsidiary of British Airways and itself the parent company of a worldwide group with a current turnover of £30m. Principal activities are in the fields of communications, aviation services, printing and electronics engineering.

Responsible to the Managing Director, you would manage a staff of fifty, and direct and control the group's financial policy and resources, including the maintenance or introduction of the latest techniques and practices of financial and management accounting.

As a member of the group's executive management you would make a major contribution to broad business policies. Directorships, within the group should be

assumed shortly after appointment. If you are a qualified accountant over 40, with extensive experience of international finance, and management and historical accounting at top level, preferably with formal training in business management, we would like to discuss this opportunity with you.

Your starting salary will be around £8500 p.a. plus a car. All normal fringe benefits apply with certain very attractive world-wide travel concessions. You would be based at the group's head offices near London Airport.

Please write with full career and relevant personal details to:  
Alan Underwood, General Manager, Personnel,  
International Aeradio Limited, Hayes Road,  
Southall, Middlesex.

## Computer Auditor

£10,000 P.A. MINIMUM PLUS EXCELLENT BENEFITS LOCATION - SYDNEY

Our client is a leading Australian bank with over 1,300 branches and agencies throughout Australia, the South Pacific and the U.K., and representative offices in the U.S.A., Europe and Japan. Sophisticated EDP equipment is installed and operations include on-line systems.

An executive is sought who will be in charge of the bank's Computer Audit Section. This is a challenging position which will involve the appointee in innovative and creative work, and the direction of skilled staff. The position reports to senior bank management and covers operations in Australia.

A qualified Accountant, aged from 30 years is sought for this position. Sound auditing experience is required as is knowledge of computer audit techniques. Salary will be negotiated and £10,000 is considered as being a minimum. Outstanding applicants will be able to command a higher figure. In addition, there are many excellent fringe benefits including the availability of housing, finance at concessional rates of interest and membership of an excellent superannuation scheme. Removal expenses will be reimbursed for the appointee and dependent family. The bank will consider either a permanent appointment or a temporary appointment of three years. Applications will be treated in professional confidence. Interviews will be conducted in London. Please submit your replies, initially, designating file 1007, to:

Price Waterhouse  
Associates Pty

Box 191, Royal Exchange, Sydney, N.S.W. Australia 2000 management consultants

member: the Australian Management Consultants Association

## GROUP ACCOUNTANT REQUIRED

A leading firm of importers and merchants with associates in finance and insurance require a chartered accountant to be responsible for Board for the group's accounts, cash management, secretarial office administration functions.

Age is not material but candidate must demonstrate previous successful experience in administration on the scale required together with tact and determination. Right man could graduate to Board in due course.

Salary negotiable.

Box No. A.5262 Financial Times,  
10 Cannon Street, EC4P 4B

## Group Financial Controller

RETAILING/WHOLESALE

to £9,000 + car

Our client, a National Group engaged in retailing and wholesaling, wishes to recruit a Chartered Accountant with good industrial or commercial experience to be Financial Controller. The man appointed will control all accounting procedures in the divisions on a functional basis and be responsible day to day for the group financial operations including cash forecasting and consolidation of management and financial reports. An important part of this job will be advice to, and ad hoc investigation for, board members. A persuasive personality will therefore be an important asset at all levels.

Candidates ideally mid thirties will have had broad based management as well as financial accounting experience. Salary and benefits are extremely good for this position based in Scotland.

Apply in confidence for an application form to: ERP Executive Recruitment, 25-27 White Friars, Chester CH1 1NZ. Telephone Chester (0244) 317886 (Answer after 5.00 pm) quoting ref. C128.

## FINANCE DIRECTOR International Operations

A rapidly expanding multinational corporation is seeking a computer systems and electro-mechanical peripherals and with sales and service subsidiary throughout Europe, has a singular opportunity for a top financial executive to become part of its management team.

We are seeking a chartered accountant with administrative qualities and good experience, particularly in international accounting procedures, accounting and in computerized management information and control systems. Fluency in English, French and/or German is required.

The individual selected will report directly to the executive and in this capacity will be responsible for establishing and controlling all accounting systems throughout the international operation. He will exercise overall financial control, assist top management in a wide range of decision making as well as formulate and implement sound financial, commercial and administrative policies.

We offer an excellent remuneration and an outstanding opportunity for financial and professional growth.

Please send your resume and salary history in confidence to: Box A.5258, Financial Times, 10, Cannon Street, EC4P 4BY.

## GENERAL APPOINTMENTS

### Senior Executive BANKING

Plymouth

c. £10,000

Organisational development has created this new appointment in a well known United Kingdom financial institution, a subsidiary of an international banking corporation.

Reporting to the managing director, this executive will be responsible for examining the company's activities and recommending improvements to systems and procedures. He will also be involved in trouble shooting and special studies. Successful performance should lead quickly to promotion into line management as a senior operations executive.

Candidates, ideally aged 35/40, must have held significant responsibility in a financially orientated operation. Expertise in money management and a flair for new banking concepts is more important than formal qualifications.

Attractive terms will include a low interest mortgage.

Write in confidence, quoting reference 2275/L to: E. W. Cornford.

Peat, Marwick, Mitchell & Co.,  
Management Consultants,  
Suite 401, Salisbury House,  
Finsbury Circus,  
London, EC2M 5UR.

## FIELDING NEWSON-SMITH & CO.

FOREIGN DEPARTMENT

We have a vacancy for an executive in our foreign department to contribute towards our special service for institutional clients at home and overseas and ultimately to represent the firm at a senior level.

The successful candidate is expected to have some experience of foreign stock markets, fluent in French and German, and to be 25-35.

Initial remuneration will depend on age and experience and there are excellent prospects for promotion. Applications should be sent with a curriculum vitae to the Administrative Partner, Fielding Newson-Smith & Co., 31 Gresham Street, London EC2V 7JN.

## ART GALLERIES

ANTHROPUS GALLERY, Specialising in New Zealand House, Haynes, 67, Mount Street, Upper, 01-836 8162. Specialising in New Zealand House, Haynes, 67, Mount Street, Upper, 01-836 8162.

FIELDING NEWSON-SMITH & CO., 31 Gresham Street, London, EC2V 7JN. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

ROYAL ACADEMY OF ARTS, 10, Pall Mall, London, W1A 1AA. Tel: 01-836 8162.

## ACCOUNTANT FOR EUROPE

Our clients are a multi-million pound organisation within the Distribution Industry, who are currently negotiating the purchase of a French company. This heralds the beginning of expansion into Europe and gives rise to a challenging new position.

Based in the Midlands but with some 25% of your time spent in France, the job involves acting as link man on all financial matters, and monitoring the European investment. You will report to the Financial Controller and your time abroad will increase proportionally as expansion continues. It offers you a ground floor opportunity which could eventually lead to Financial Management or General Management of the whole operation.

A fully qualified and fluent French speaking accountant is needed who has the energy and enthusiasm to fill this key role. Previous Continental accounting experience is vital, with German a desirable additional language.

Since your age, experience and qualifications could vary considerably, our clients will not fix a salary range, but will meet the demands of the very best applicant. All other benefits are those associated with a large and progressive company.

Please write in confidence with full career details and enclose a covering letter listing companies to whom you do not wish replies sent, to:

D.C. Port  
Touche Ross & Company,  
P.O. Box 500 Pall Mall Court,  
67 King Street, Manchester M60 2AT.

## Reed Executive

The leading authority on the selection of financial management.

### London

Financial Manager

to £7,000 + mortgage assistance

Our client is a company with a well established and impeccable background whose business emanates essentially from the City. It is seeking a Chartered Accountant, ideally with several years broad-based commercial experience, who as a member of the management team will develop financial control and management information from sophisticated base systems and contribute effectively to profitable expansion. He must possess a mature diplomatic approach and a knowledge of insurance in a wide context would be preferable. Excellent management prospects exist for the successful man and reflect the potential in this new appointment.

Telephone: London office, 01-838 1707 (24 hr. answering service) quoting Ref. 0527/FT. Reed Executive, 55-56 St. Martin's Lane, London WC2N 4EA.

London Birmingham Manchester Leeds Paris

Accountancy Appointments

appear every Thursday,

rate £9 per single column

centimetre

centimetre

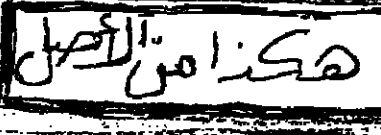
centimetre

centimetre

centimetre



# GENERAL APPOINTMENTS



## THE AUSTRALIAN NATIONAL LINE seeks the services of a TECHNICAL DIRECTOR

to join its Senior Management  
Team at Head Office,  
Melbourne, Victoria, Australia.

The line is a statutory authority of the Australian Government operating a fleet of 34 vessels of some three quarters of a million dead weight tonnes engaged in substantial trading operations both on the Australian coast and overseas. Line services include Japan, East Asia, United Kingdom/Continent, East and West coast of America and South East Asia. A further 8 vessels are under construction in Australia and overseas shipyards, including 4 bulk carriers each in excess of 100,000 tonnes dwt. and cellular container vessel.

The Technical Director will assume responsibility for Fleet Operational Management and provision of new tonnage. The appointee will be required to formulate and implement policy for all aspects of Fleet Management both in respect to material and personnel and will provide management and technical expertise in the specification, contracting and supervision of new tonnage.

The successful candidate will:

- Possess a tertiary qualification in marine engineering, naval architecture or similar fields.
- Possess a comprehensive background of technical experience, preferably related to shipping, with the past several years spent successfully at senior management or executive levels.
- Have a proven record of success in leadership training and motivation of subordinate staff.

A salary in the vicinity of \$425,000 is contemplated (sterling equivalent £15,000+). Contributory superannuation is available from commencement and reasonable transportation and settling in costs will be met by the firm.

Written applications, in confidence, giving personal particulars, qualifications, experience and senior appointments held, should be forwarded no later than Monday 13th October, to:

U.K. Representative,  
The Australian National Line,  
Shipping Federation House, 146 Moorgate, London EC3.

## N. M. Rothschild & Sons Limited Corporate Finance

We have a vacancy for a Senior Executive within our Corporate Finance Department. The successful applicant will be aged between 24 and 27 and will either already have had experience of Corporate Finance work or will be a qualified accountant or solicitor in a leading practice.

Candidates outside these categories need not apply.

Please write with full details of career to date, to:

P. F. G. Fane,  
N. M. Rothschild & Sons Ltd.,  
New Court, St. Swithin's Lane,  
London EC4P 4DU.



## Advertising and Promotion £12,000

highly successful consumer products company markets well known brands throughout the world. As part of its development plan, an experienced marketing is required who will be responsible for the monitoring and control of all group wide advertising campaigns and promotional activities, which include sponsorship arrangements. This is seen as a vital position in maintaining an image which has taken the company to a leading position in many markets and should to a Board appointment within a year. Candidates, probably aged 35-45, should have substantial marketing experience from an agency or sales ground. They must currently be operating at or just below Board level, in order to give them the stature necessary to act as a member of the top executive directing the company. The job calls for someone who is used to working in a professional and disciplined environment. Salary is negotiable around £12,000 and excellent fringe benefits include generous help with relocation costs and travel.

(Personnel Services Ref: SM45/5407/FT)

identity of candidates will not be revealed to our clients without prior permission given during a confidential discussion. Please send brief career details, giving reference number to the address below, or write for an application form, advise us if you have recently made any other applications.

PA Management Consultants Limited,  
Personnel Services Division, Hyde Park House,  
Knightsbridge, London SW1X 7LE

## Inspectors Assistants Canadian Banking

The Bank of Montreal, the First Canadian Bank, has over 1200 branches throughout Canada from the Atlantic to the Pacific. Sustained growth, especially in Ontario and the Western Provinces, leads to these opportunities for people with 5 to 10 years' banking experience and thoroughly familiar with all routine branch operations.

After a short, intensive familiarization program you will become an Inspector's Assistant and you will audit the administrative and financial functions of branches. You will travel extensively within defined Provincial areas.

- WE OFFER:
- competitive salaries and benefits
  - generous re-location allowance
  - attractive career opportunities.

To arrange a confidential discussion with one of our Canadian representatives please write with full details including your present earnings to:

Peter D. Cliffe,  
Manpower Planning & Employment Manager,  
Bank of Montreal,  
47 Threadneedle Street,  
London EC2R 8AN.

The First Canadian Bank  
Bank of Montreal

## INVESTMENT ANALYST LONDON STOCKBROKERS REQUIRE ANALYST

with some experience in the City, to specialise in Equity Shares. Good salary and generous profit sharing scheme. Write Box A.5261, Financial Times, 10, Cannon Street, EC4P 4BY

## DIRECTORSHIP OPPORTUNITIES

Inviting part or full-time work is available to a limited number of men who have been Directors in substantial companies. The work entails discussions with Company Chairmen on Boardroom matters. Successful candidates will be invited to join the Board of a developing organisation already established in providing non-executive Directorships and in consultancy operations of related level.

As the Company will have national coverage candidates can be resident anywhere in the U.K. They should be business developers of good presence and communication with high personal qualities.

No capital required; rewards can be high and are based on results. Please apply to Box A.5255, Financial Times, 10, Cannon Street, EC4P 4BY. All letters answered.

## THE CENTRAL BOARD OF FINANCE OF THE CHURCH OF ENGLAND THE LOCAL AUTHORITIES' MUTUAL INVESTMENT TRUST THE CHARITIES OFFICIAL INVESTMENT FUND

## INVESTMENT ANALYST FUND MANAGEMENT

The Investment Office managing the above Funds requires an experienced Investment Analyst. He will cover U.K. industrial equities, but will also be closely involved in day-to-day fund management. He should have at least two years' experience in a City institution or in stockbroking. He will preferably be a graduate or have a relevant professional qualification. Initial salary will depend on age and experience.

Applications to: The Investment Manager,  
Central Board of Finance of the Church of England,  
Winchester House, 77 London Wall, London, EC2M 1DB.

## EXECUTIVES Seeking Positions

with U.S. companies

N.E.S., a U.S.-based executive search firm, is currently seeking executives for key positions with leading corporations, both here and abroad.

If you are able to command a base salary equivalent to at least £6,500, then this is your opportunity, for a reasonable fee, to profit from our close personal contacts, built up over 30 years, with top management in expanding firms world-wide.

A letter outlining your accomplishments and intentions could result in an exploratory interview that might be the first step in advancing yourself towards a rewarding position within a career growth environment.

## NATIONAL EXECUTIVE SEARCH

2 Rue Pierre-Felix,  
1204 Geneva,  
Switzerland.  
Tel. (022) 734 5475

## METALS BROKER

£6-8000 + neg.

Our clients, a firm of international commodity brokers, are seeking an experienced metals broker to take over as the number one in London. The successful candidate will be expected to have an excellent knowledge and connections of the world metal markets. Company benefits and prospects will be commensurate with the position.

Applications in the strictest confidence to: Mr. R. J. Eves  
353-9183  
C.I.A. Management,  
Eldon Chambers,  
30, Fleet Street,  
London E.C.4.

## CORPORATION LOANS

## PETERBOROUGH CITY BONDS

MIN. £1,000-2 yrs. 12%  
MIN. £1,000-3 yrs. 12 1/2%  
City Treasurer, Town Hall,  
Peterborough PE1 1HQ.  
Tel. 0733 63141 Ext. 101.

## COMPANY NOTICE

ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED (Incorporated in the Republic of South Africa)

NOTICE TO HOLDERS OF ORDINARY SHARE WARRANTS TO BEARER

With reference to the notice of declaration of dividend of 5.00 cents per share payable on 24th October, 1975, the following information is published for the guidance of holders of share warrants to bearer.

The dividend of 5.00 cents per share will be declared in South African currency, South African Rand (R) and will be payable in the Republic of South Africa.

As the Company will have national coverage candidates can be resident anywhere in the U.K. They should be business developers of good presence and communication with high personal qualities.

No capital required; rewards can be high and are based on results. Please apply to Box A.5255, Financial Times, 10, Cannon Street, EC4P 4BY. All letters answered.

At the office of the following continental paying agents by residents of the countries concerned for payment in the appropriate local currency:

Credit du Nord at Union Paribas, 10, rue de la Bourse, Paris 2e, France.  
Banque Paribas Liechtenstein, 10, rue de la Bourse, Liechtenstein.  
Union Bank, 10, rue de la Bourse, Liechtenstein.  
Swiss Bank Corporation, 10, rue de la Bourse, Liechtenstein.  
Banque Lambert-Lesclapart, 10, rue de la Bourse, Liechtenstein.  
Banque Paribas, 10, rue de la Bourse, Liechtenstein.

In respect of coupons lodged at the office of a continental paying agent, the dividend payment will be made in South African currency to the holder of the coupon in exchange for the coupon.

Under the double tax agreement between the United Kingdom and the Republic of South Africa, the dividend is a credit against the United Kingdom tax payable in respect of the dividend.

The dividend of 5.00 cents per share is equivalent to the rate of 5.00 cents per share at the rate of 12.4767%.

Under the double tax agreement between the United Kingdom and the Republic of South Africa, the dividend is a credit against the United Kingdom tax payable in respect of the dividend.

The dividend of 5.00 cents per share is equivalent to the rate of 5.00 cents per share at the rate of 12.4767%.

Under the double tax agreement between the United Kingdom and the Republic of South Africa, the dividend is a credit against the United Kingdom tax payable in respect of the dividend.

The dividend of 5.00 cents per share is equivalent to the rate of 5.00 cents per share at the rate of 12.4767%.

Under the double tax agreement between the United Kingdom and the Republic of South Africa, the dividend is a credit against the United Kingdom tax payable in respect of the dividend.

The dividend of 5.00 cents per share is equivalent to the rate of 5.00 cents per share at the rate of 12.4767%.

Under the double tax agreement between the United Kingdom and the Republic of South Africa, the dividend is a credit against the United Kingdom tax payable in respect of the dividend.

The dividend of 5.00 cents per share is equivalent to the rate of 5.00 cents per share at the rate of 12.4767%.

## APPOINTMENTS New vice-chairman for Morgan Grenfell Holdings

Mr. Philip Chappell, a director of Morgan Grenfell and Co. has been appointed vice-chairman of MORGAN GRENFELL HOLDINGS, the parent company of the bank. Mr. Christopher Reeves, a director of Morgan Grenfell and Co., has been appointed its deputy chairman. Mr. Chappell will continue as chairman of the National Ports Council, but, with the Minister of Transport's agreement, his time commitment to that role is being reduced and he will thus be free to take on additional responsibilities within the Morgan Grenfell Group.

Men and Matters, Page 18

Mr. G. J. Wilks, Mr. D. Helmann and Mr. R. F. Treadwell have been appointed directors of GLOUCESTER AND CHELTENHAM GREYHOUNDS and Dr. A. R. Mellows and Mr. J. G. Walker have resigned from the Board.

Mr. George Sharp, Mr. Charles Smith and Mr. Robert L. Christie have been appointed directors of GRAMPLAN TELEVISION.

Mr. R. H. Thorpe has been appointed deputy chairman of ANDERSON STRATHCLYDE and will continue as managing director of the company. Mr. J. R. Mowat has been appointed a director of Anderson Strathclyde and managing director of ANDERSON MAYOR.

Mr. J. R. Morris has been appointed managing director and Mr. L. F. G. Walker personnel director of Anderson Strathclyde. The company has also appointed Mr. R. M. Clive as secretary and Mr. D. Shephard as chief purchasing officer and materials controller.

Mr. John Mayhew-Sanders, a director of the Board of ROTHSCCHILD AND SONS, has been appointed chief executive of the group.

Mr. Peter Fane has been appointed deputy chairman of ROTHSCCHILD AND SONS.

Mr. R. H. Toms has retired as a director of SERCK.

Mr. N. Maris has been appointed deputy chairman of HARRISON (BIRMINGHAM) BRASSFOUNDRY. Harrison (Birmingham) Metals Limited and Plastiglide Products Ltd.

Mr. D. P. L. Davies has resigned from the Board of CHRISTIE-TYLER on his return to PEAT, MARWICK, MITCHELL AND COMPANY as a partner in their South Wales practice. Mr. Davies has been financial director of Christie-Tyler for the last three years.

Mr. William T. Smith has been elected president of CHAMPLAIN PETROLEUM COMPANY and a director of the parent company, UNION PACIFIC CORPORATION. He succeeds as president of Champlain Mr. Roger S. Plummer, Jr., who is retiring early. Mr. Smith was formerly executive vice-president of Amoco Production Company, the largest operating subsidiary of Standard Oil of Indiana.

The following appointments have been made by CANTRELL AND COCHRANE (GREAT BRITAIN), which manufactures and markets the Club brand of mixer drinks and the Club brand of marmalades. Mr. Cantrell and Mr. Cochrane are partners in the company.

Mr. John H. Bates, general manager of Colourflex branch, has been appointed to the Board of LEEDS AND DISTRICT DYERS FINISHERS. Before joining the company he was managing director of Thomas Ambler and Sons, a subsidiary of the West Riding Group.

Mr. P. J. Merriek and Mr. R. W. Quantick have been appointed directors of KIRKLAND-WHITE-TAKER (STERLING BROKERS).

Mr. Brooke Spencer, general manager and director, has been appointed managing director of CORRAL MONTENAY, heat service contractors. He succeeded as general manager by Mr. Kenneth Small, chief engineer and operations manager.

Mr. F. A. P. Hall, managing director of the Oref Group subsidiary, Fordgraph Overseas, has also been appointed managing director of OREF LIMITED. He is a member of the group's main Board. Also joining Oref Limited are Mr. P. Hession as marketing executive and Mr. S. R. Taylor as financial controller.

Mr. N. G. Panter has become managing director of the DOWNS SURGICAL GROUP. Mr. N. G. Panter is director of marketing and sales, and Mr. G. W. Down director of research and development.

Mr. James W. Keith has retired from ROSSMOY, chartered accountants. He was senior partner of J. Dix Lewis, Caesar, Duncan and Co. prior to its merger with Robson Rhodes in 1971.

Mr. Francis Waring has retired as chairman of the COALITE GROUP and is succeeded by Viscount Ward of Willey, formerly deputy chairman.

Needham, managing director of the group, becomes chairman of the operating subsidiaries, and Mr. Waring will continue as a member of the parent Board and be available as a consultant.

Mr. W. J. Bartlett, sales director of the Wholesaling Division, has retired from the Board of RCI HOLDINGS and its subsidiaries.

The partners of ST. QUENTIN SON AND STANLEY, chartered surveyors, have retired. Mr. R. Blackmore, Mr. M. J. Christmas and Mr. B. V. C. Lamb have joined the partnership.

Mr. James Wallis, financial director of H. O. ANDREWS, civil engineering and builders, of Leeds, has been appointed deputy chairman and Mr. Colin F. Springthorpe becomes managing director. Mr. R. McNeillage takes on the additional responsibility of overseas director. Mr. John Snee, group manager, has joined the Board as contracts director. Mr. Chadwick, previous managing director, died on August 31.

Mr. T. H. Keen, general manager of the BRITISH STEEL CORPORATION'S East Moors Works, Cardiff, is to join QUEST KEEN NETTLEFOLD on January 1. He will be appointed to the Boards of GKN ROLLED AND BRIGHT STEEL, GKN (SOUTH WALES), and BRYNBO STEELWORKS. He is resigning from the Corporation at the end of December.

Mr. Peter Gymer, 37, has been appointed managing director of OSMOND AEROSOLS, the Grimsby contract aerosol fillers and a subsidiary of the Talbot Group, of which he is also a director. Mr. Gymer, who was Osmond's financial director, succeeds Mr. Michael Osmond, who becomes chairman while remaining managing director of the Talbot Group.

## Swaziland PROJECT ANALYST

Responsible for appraisal of financial viability of plant and enterprises and assisting in assembly of data necessary for appraisal and to be a member of project analysis team with Marketing Economist and Production Engineer in the direction of Managing Director. Applicants aged 25-35 years should have degree or qualification in economics or accountancy with knowledge of project appraisal, finance in manufacturing industry advantageous. Appointment 2 years.

to be arranged plus variable tax free overseas allowance of £470-£1,190 p.a.

benefits include free family passages, paid leave, pension allowances, and free accommodation and all attention. All emoluments paid by the British Government. Applicants should normally be citizens of the United Kingdom.

Further information and application form, please apply by airmail and brief details of qualifications and experience.

Ministry of Overseas Development

Personnel Officer  
301 House  
Place  
London  
SDH

## Stockbrokers Ambitious or Complacent

If you are the latter DON'T READ THIS. A medium-sized London brokerage house which profitably survived the recent bear market is looking for a go-ahead and personable individual to expand its (small) institutional department. Although the firm has strong overseas connections and a sound financial base its policy is to concentrate increasingly on the U.K. market. Ideally applicants should have an Economics/Accountancy background but experience and proven ability are of more importance. The position is no sinecure and unless you have the energy, vision and the initiative to develop new and expand existing contacts, is unlikely to appeal.

Salary by negotiation. Reply in first instance to Mr. J. Finnigan, Personal Services Division, indicating to him any firms which are unacceptable. If our client's name is indicated, the matter will go no further.

Spicer and Pegler & Co.,  
Management Consultants,  
6 New Street, Bishopsgate,  
London EC2M 4UE.

## MANAGING DIRECTORS or GENERAL MANAGERS

late 30's or early 40's who have an engineering background and are interested in a company with a nine-figure turnover from regional operations should apply to Box A.5260, Financial Times, 10, Cannon Street, EC4P 4BY.

## CLASSIFIED ADVERTISING RATES

	Per single column centimetre
Appointments	£9.00
Industrial and Business Property	£9.00
Residential Property	£9.00
Business Opportunities	£11.00
Educational	£9.00
Motors	£9.00
Hotels and Travel	£9.00

The minimum depth of display advertisements and of boxed classified advertisements is: Three single column centimetres.

Larger advertisements are only accepted in multiples of whole centimetres. Premium positions available - rates on request. Write to: Classified Advertisement Department, Financial Times, 10, Cannon Street, EC4P 4BY.

## PLANT & MACHINERY

JOHN HAINES LTD., 100, High Street, London E.C.4. Tel. 01-477 3344-5. Telex 257032.



# BOOKS

## Handfuls of dust

BY C. P. SNOW

Everyday Waugh by Christopher Sykes. Collins. £5.50, 468 pages

A fortnight ago John Reith's diary was discussed here, the record of a man often semi-detached, whose life was ravaged and in spite of glories which many people would have envied, desolately unhappy. Here is the story of another life similar in kind, and even more depressing to read about. This is partly because Waugh's derangement, on the evidence of his own *Ordeal of Gilbert Pinfold*, and the diaries written as a very young man was much nearer the clinical edge: but perhaps more because Reith's character had a dimension of tragic grandeur which the other's lacked.

Reith was a truly formidable man. Waugh frightened people on account of a habit, already evident in his boyhood, of deliberate and cruel rudeness. That was exercised on his friends, good many of whom put up with it because they loved him. It is important to remember—and sometimes difficult, as one proceeds through this nerve-racking biography—that an inner circle of his intimates did love him. Anyway, when he was offensive to his friends they could make their choice. What was more intolerable, he used the same technique, vulgar and sadistic, on waiters, club servants, people who could not answer back—though one or two provided beyond reason, actually did. He did the same on troops under his command, when he was a serving officer, with disastrous results to himself.

It may seem something of a mystery that he got away with so much. In fact, however, most human beings, even those of strong personality, are paralysed by wilful rudeness. One has the uneasy feeling that he was capable of controlling it, as in prac-

tical or business relations which mattered to him. Which doesn't make it more agreeable. It wouldn't have been wise to try it on, say, the present Australian Test Team. Again, one has the uneasy feeling that he wouldn't have done so. Not that he would have been physically afraid. One of the best things about him was that he possessed unusually flawless courage.

In a sense, though, a rather superficial one, he was what Americans call a role-player. He didn't entirely believe that he was a country squire of bizarre crudeness and ludicrous views, but he grew into the part. Underneath all that, there were harsher and more destructive tensions. He actually had a strain of active paranoia. Many men live comfortably enough with a mild paranoid temperament, but his wasn't mild. His psychotic breakdowns (compare Pinfold) didn't come about through drink and drugs. They may have helped, but they were more a symptom than a cause. There are all the premonitory warnings in the earliest diary entries so far published.

There was added to the paranoid splintering a very curious kind of exhibitionism, as though what he wanted to do, or what his ambition was, was to make the chief spectacle in the universe. This was apparent when he was a very young man and almost certainly might have been noticed much earlier. Then, just to weigh down a nature hard enough for him to live with, and even harder for anyone round him, he appears never for long to have been able to shake off a deadening melancholy.

Such a nature was not of the kind of orderly life, and he didn't. The story of his army career is an illustration, and can be compared with Reith's. Both men were very brave, Waugh excep-

tionally so. Reith quarrelled with his superiors but did good work as an engineer officer in the First War and, though he was a national figure and still entered in a junior rank, as a naval officer in the Second. Waugh, getting on for 40, drinking heavily, not made for active service, got himself attached to the Commandos, and acted as Laycock's personal assistant in the Battle of Crete. Laycock was fond of him and admired his gallantry. Nevertheless, a little later, Laycock had to tell him that he was so unpopular as to be unemployable. He wasn't told, and seems not to have realised, that his brother officers weren't risk letting him go into action with soldiers killed, and not by the enemy.

It is, of course, a romantic illusion to expect that good writers will turn out to be nice men. Literary history, more often than not, suggests the opposite. Goethe, the founding father of Romantic fiction, was about as distasteful a character as is given to a man to be. Waugh wasn't as great a writer as Goethe but he was a very good one. We have to reconcile his character with what we think of his writing.

There is no doubt that he was a genuine original. He may have learned something from Gerhardt, but he made his own kind of satire (Gerhardt repudiated satire), and produced novels of genius and the best of modern America. This list could be considerably prolonged. To nearly everyone outside this country, or rather outside a small enclave within it, Mr. Sykes' remark will seem unbelievably parochial, and make observers repeat what they already say, that since we lost our Empire, we have also lost our sense of proportion.

I should add that, if we forget the general over-valuation, Mr.



Evelyn Waugh about to broadcast on P. G. Wodehouse in 1961

comparison. This may not be interesting about the individual nineteenth, but it has been the publication of Proust, Joyce, the late novels of Henry James, most of Conrad, all of D. H. Lawrence and Thomas Mann, not to speak of several Russian novels of genius and the best of modern America. This list could be considerably prolonged. To nearly everyone outside this country, or rather outside a small enclave within it, Mr. Sykes' remark will seem unbelievably parochial, and make observers repeat what they already say, that since we lost our Empire, we have also lost our sense of proportion.

It is both temperate and interesting about the individual nineteenth, but it has been the publication of Proust, Joyce, the late novels of Henry James, most of Conrad, all of D. H. Lawrence and Thomas Mann, not to speak of several Russian novels of genius and the best of modern America. This list could be considerably prolonged. To nearly everyone outside this country, or rather outside a small enclave within it, Mr. Sykes' remark will seem unbelievably parochial, and make observers repeat what they already say, that since we lost our Empire, we have also lost our sense of proportion.

Fiction

## Outside the party

BY ISOBEL MURRAY

Burial of the Vibe by Petru Popescu, Barrie and Jenkins. £3.50, 182 pages

The Violent Brink by Antony Beevor. John Murray. £3.50, 211 pages

The Promise of Joy by Allen Drury. Michael Joseph. £5.50, 445 pages

Shogun by James Clavell. Hodder and Stoughton. £4.95, 802 pages

It is not surprising that *Burial of the Vibe* occasioned violent debate on its first publication in Romania: the gallery of self-interested, jargon-mouthed characters, from party officials to fairly decadent artists, would ensure that. But it is not the simple kind of political novel. It has been taken for it is about the developing consciousness and understanding of the central character, George, who has been expelled from the party. But as we watch his bizarre progress from learning about spiritual truths from the body washers in a Jewish cemetery to observing an artistic world inhabited by frauds and talentless egotists, we have to remember that George continues to love the Revolution, that his basic faith and love are there, and seem undisturbed by events.

In fact, the account of the cemetery, where an expelled party member is lucky to have a job, is warm and moving, and the young man learns a sense of history, and of mystery, from his workmates, and an inexpressible and calming knowledge of

humanity from the corpses themselves. When Florentina comes to sketch corpses for a vast social-realist mural, George's most conscious obsession, sexuality, is gradually released in a passionate affair which pleases him even more because she is the wife of an old friend.

The book moves to an artistic colony in the country where Florentina is now passionately involved with a young Saxon sculptor, her husband is fairly clearly going mad, and George is constantly drunk on beautiful wine, and undergoes a terrifying experience. In the end he is ready to move on from the cemetery, ready for a new life. And it is this personal development that is at the heart of the novel.

In the case of Antony Beevor's first novel *The Violent Brink*, the reverse is true. It is centrally about political realities and possibilities, with a minimum of interest in individual characters. Exception is made for the central figure, Evan Canton, a young revolutionary leader. His aim, born in Paris in 1908, is to produce a real socialist revolution in Britain. He rejects all political parties and also the violent extremist groups, and adopts a strategy of widespread almost non-violent bombing, in order to tempt the government into over-reaction, and the mass of the people into revolt. Very convincingly, the government does over-react. Units of the SAS are withdrawn from Ulster and patrol London in plain clothes, and finally there is an

open clash between soldiers and civilian strikers. The novel is a very exercise in "what would if...?", and is extremely able, constantly maintaining interest. It has fault, however: the dialogue is in a series of political lectures, very lifelike, but the is eradicable and the book protolating.

Allen Drury has now, in the sixth and last of the centred on Washington *Advise and Consent* series, and was riveting because of knowledge of the political scene, but *Advise and Consent* is a sufficiently credible to the plot is overly dramatic, compressing in a very of the assassination of the Vice-President's wife, a confrontation between tary peace support America and a hard-line, and nuclear war China and Russia.

The realism of prevents the book as mere escapism, and the near fanatical attitudes of the author, alarming and tedious counts the reds under refers to Russia, an almost exclusively white, or wild beast tma indicates that even Nixon was dangerously plotting such territory, wise not to obtrude convictions of their own Beevor's book seems, in its superior to Allen Drury's *Advise and Consent*. It is supposed to be a *Shogun*. Following *Shogun*, it is very in and returns to the Japan, but this novel the early seventeenth century, and the interest of the *Shogun* is in the drama of the samurai values: an Englishman observes with amazement the behaviour of samurai discipline, courage, and willingness to die, especially the hands are cut off, and the working out of the first couple of hundred, but after that I get bored. The novel is a better, than most—if only he had been old enough to remember a bit more.

## Pièces de résistance

Christine by Madeleine Masson. Hamish Hamilton. £4.95, 383 pages

Vichy Boyhood by Pascal Jardin. Faber and Faber. £3.25, 156 pages

Survivors of the last World War will doubtless continue to write memoirs until they are carried off by the next holocaust. A publishing history relives the battles of long ago, each new book has to reveal some surprising aspect of the truth to compete with the established corpus of legends.

So we have another Resistance book, and another Vichy book. The first is subtitled "a search for Christine Granville, O.B.E., G.M., Croix de Guerre," and it is a tribute to the intrinsic fascination of Christine and her exploits that she survives this well padded biography. Christine's friends have not until now seen fit to confide her story to anyone, and she still appears to be gapped in what they have chosen to reveal to the admiring Miss Masson. She was a Polish Countess well endowed with native cunning and sex appeal who drifted into working for the British in Eastern Europe, the Middle East and France, and was murdered by a crime passionnel in 1952.

Christine's mission into Poland from Budapest early in the war made a good yarn as told to the author by her Polish friend Andrew Kennedy, but the climax of her career as an SOE agent in Southern France in 1944 is thin on detail. By then, one suspects,

she was sufficiently well trained in the craft of spying not to tell even her best friends what she was up to.

Pascal Jardin's "inside view of the Vichy régime" gives us the racy and partly apocryphal reminiscences of a well-known French scriptwriter between the ages of six and ten. He has the tremendous advantage that his father was Laval's Principal Private Secretary. He is able to evoke the unreal atmosphere of the makeshift capital of Vichy, and some of its leading figures with the irreverence of a naughty and precocious child, while not glossing over the more sanguinary side of the Occupation. It is still difficult to write about Vichy without political bias of some kind. Pascal Jardin manages better, than most—if only he had been old enough to remember a bit more.

## U.K. ECONOMIC INDICATORS

	Unit	1975		
		Sept.	Aug.	July
General				
Unfilled vac's	'000s	143.4	138.4	145.3
Unemployed	'000s	1,249.0	1,250.3	1,067.3

	Unit	1975		
		Aug.	July	June
Currency revs.	£bn.	6,004	6,259	6,196
Manfd. prod.	£bn.=100	183.7	181.7	189.0
Bank advances	£bn.	14,064	14,255	13,948
Retail prices	Jan. 74=100	139.3	138.5	137.1
Terms of trade	1970=100	82.6	82.6	82.4
Wage rates	July 72=100	184.0	183.2	181.1
Basic materials	d. 1970=100	241.0	232.3	227.7
		July	June	May
RP debt	£m.	2,246	2,257	2,284
RI sales val.	1971=100	174.4	172.1	163.9
Indust. output	1970=100	100.0	99.5	99.5

	Unit	1975		
		Aug.	July	June
Imports f.o.b.	£bn.	1,864	1,872	1,756
Exports f.o.b.	£bn.	1,494	1,579	1,515

	Unit	1975		
		Aug.	July	June
Visible trade balance	£bn.	-0.370	-0.293	-0.338
Comp. vehicles	'000s	31.2	32.4	32.9
Cars	'000s	102	122	106
Man-made fibres	m.kgs.	40.77	47.00	45.70
Steel (weekly average)	'000s tonnes	310.0	262.2	331.2
Houses emp'd.	'000s	22.0	26.9	24.4

	Unit	1975		
		July	June	May
TV sets	'000s	194	169	224
Radio, gramms	'000s	345	381	376
Bricks	m.	421	415	412
Cement (wkly. average)	'000 tonnes	334	331	329
Wool (wkly. av.)	'000 metric tonnes	2.00	2.54	2.05
Rosely	1970=100	87	87	88.4

	Unit	1975		
		June	May	April
Petroleum	m. tonnes	5.68	6.32	7.94
Furniture	'000s	151	161	153
Elect. cookers	'000s	79.0	63.2	75.6
Engin. (orders on hand)	'000s	114	116	112.1
Wash. machs.	'000s	77.6	69.5	87.3

	Unit	1975		
		May	Apr.	Mar.
Machine tools	£m.	24.7	24.4	24.2
Raw wool	m. kilos	9.3	9.6	9.2

Consumer spending 1970 values 8,850 9,059 10,009 8.7  
Motor trade turnover 1972=100 145 137 141 1.  
Bldg. and Civil Engineering £bn. 2,908 2,631 5,634 2.1

\* Production. † Deliveries. ‡ Net sales. § Consumption. \*\* £ adjusted. †† All manufacturing industries. ‡‡ Excluding 6

U.K. made and imported sets. § From U. onwards new base of calculation refers to advances to U. and private sector. Historical figures on new basis not

Prices including cooker griller, toasters. c Value of United Kingdom not seasonally adjusted.

## What the referee missed

BY JUREK MARTIN

Breach of Faith: the fall of Richard Nixon by Theodore H. White. Jonathan Cape. £5.50, 373 pages

There is a school of thought which argues that Theodore White has been slipping a bit of late, that his 1968 and 1972 "History of the Presidency" had been rather stiff and mild and that he had lost at least some of his ability to combine his twin talents as both journalist and contemporary historian. This criticism appeared

most relevant two years ago when his analysis of the last American presidential election, which he called "The Fall of Nixon," was published at a time when Nixon was tottering under the weight of the Watergate scandals. Cynics might even now argue that this latest book, dissecting Nixon's fall in more detail, restores the author's reputation by correcting the errors and omissions in his previous volume. But such a view misses the point: it is merely incidental that Mr. White has redeemed himself.

what is more important is that he has provided the lay reader with the best written, most engaging general account of the Nixon Administration's decline into transgression and disgrace. Other books (above all Woodward and Bernstein's *All the President's Men*) have been more original and intrinsically exciting, but Mr. White has brought to bear effectively his broad understanding of American political processes and his ability to thread together a fascinating but disparate story in an easily comprehensible manner.

He opens with the fall itself, those dark two weeks in July and August last year which began with the Supreme Court's final ruling that Nixon had to surrender his tapes and ran through the awful disclosures of the tapes themselves and the voting of impeachment articles by the Rodino committee to the final denouement of resignation. His account of these days is, in an authorised version—that of Haig, then White House chief of staff and the man who, in the author's opinion, held together the strings of government and authority that had been abandoned by the President himself, and who arranged for the orderly transfer of power. Haig, now NATO commander-in-chief, has assiduously shunned the limelight since then; White has drawn him out of his shell and we learn of the pitiful final hours of a disgraced Nixon, deserted by all but his faithful family, wracked by indecision and capable of only the odd moment of acidity.

Having reversed the order of the Greek tragedy and given us the final act first, White then very carefully looks for the reasons behind the darker side of Richard Nixon, from the political beginnings in California, to the nature of the man, to the attraction to him and to his style of government, the creative and the vindictive, the occasionally generous and the invariably mean. This is no mere collection of anti-Nixon gossip that has been circulating in liberal American salons for 20 years but a serious attempt at understanding drawn from both his friends and opponents. It produces some telling quotes—like "the President has never been able to overcome the psychology that got him where he was and conditioned him. His use of football analogies was so revealing—anything was OK except what the referee sees and blows the whistle on."

Not all of what not only the referee but the nation never saw was bad. There was, for example, the planned reform of the U.S. bureaucracy entertained

after the 1972 election triumph, whispered of at the time but never thoroughly revealed. It was the logical consequence of the *passu* growth of government and acquisition of power by the White House, not only by Nixon but also by his predecessors, that had resulted in an unwieldy apparatus of 11 Cabinet departments and over 200 government agencies, commissions and so forth, whose propensity to do anything but govern was well marked. The so-called Ehrlichman plan would have created a six-point presidency, of the chief executive

its nature, the "good guys" who in their various ways wrought a triumph for the American system and ultimately the man from whom all the trouble flowed, Richard Milhous Nixon. His conclusion is conventional, but none the worse for that. Unable to concede that a man who has become President of the U.S. could conceivably be an unalloyed hypocrite, White sees Nixon as crucially flawed by his own conception of himself—as a loser, a loser and an outsider. But this, he argues, was Nixon's nightmare vision of himself which in his waking moments he



could not acknowledge: "His ruthlessness, vengefulness, nastiness were the characteristics of a man who has seen himself as an underdog for so long that he cannot distinguish between real and fancied enemies, a man who does not really care whom he slashes or hurts when pressed, who cannot accept or understand when or what he has done in the past. The portrait of a man who saw himself as Thermopylae or Masada."

Even his greatest victory, the election of 1972, which White still believes was a triumph of his politics and ideas, was never accepted as such: "It was not simply an election he had won; he had conquered a land; his citizens were the occupied and he could toy with law as he wished, however much a hostile Congress, the news system or intellectuals protested."

## Lingering with Laurie

I Can't Stay Long by Laurie Lee. André Deutsch. £3.25, 230 pages

A volume of essays is usually to be valued more for its style than its content. This is no exception. Mr. Lee is a poet, and as we have come to expect of him, his writing is forceful and elegant. It is at times a little florid. He was fortunate enough not to have visited various foreign parts on which he writes until his literary powers were fully developed, hence the vividness of some of his impressions. And his palate is as sensitive to the delicate of the things he ate, as his eyes are to those he saw.

One group of essays is concerned with recollections of childhood, thus forming a welcome extension to *Under the Hammer*. Another group, dealing with more abstract subjects, that on Paradise deserves a special word of praise. How is it possible to imagine a paradise which would not be boring? The answer to this tormenting question is to be found here.

ALLAN TODD

## Life with my lady

Rose: My Life in Service by Rokina Harrison. Cassell. £3.25, 287 pages

As a Yorkshire lass in her teens Rose had ambitions to travel and see the world but the only career open to her was to go into service. However, like the girl in *French Without Tears* Rose persisted in entertaining "ideas au-dessus de sa gare." She stayed on at school until 15 with the support of her family, and then, at the age of 16, she went to the top rung of the below-stairs ladder, the job of lady's maid, which meant accompanying her employer on her travels as well as serving her at home. Rose prevailed: after an apprenticeship as a "young lady's maid" she entered the service of Lady Cranborne and from her she went to Cliveden and the Astors eventually becoming her ladyship's own maid.

The post was very much of a hot seat with an alarmingly high casualty rate, but through a formidable combination of fact, true grit and resilience Rose hung on to it until the death of her employer in 1944. If Lady Astor had an edge to her tongue so now does Rose who has the last word in what is really a most entertaining book; it gives a fascinating view of the vanished hierarchy of English country house life. Rose is now in her seventies and still full of energy. Some time ago she met Leigh Crutchley (the BBC writer and producer who has been the employer on her travels as well as serving her at home. Rose prevailed: after an apprenticeship as a "young lady's maid" she entered the service of Lady Cranborne and from her she went to Cliveden and the Astors eventually becoming her ladyship's own maid.

Anthony Curtis

**BOOKS OF THE MONTH**

Announcements below are paid-for advertisements. If you require entry in the forthcoming panels application should be made to the Advertisement Department, Bracken House, 10, Cannon Street, EC4A 3DF. Telephone 01-248 8000, Extns. 7064 or 394.

**The Siege of Atlanta, 1864**  
Samuel Carter III  
The story of the bitter six-week struggle which was decisive in the outcome of the American Civil War, based on the diaries and letters of participants on both sides.  
St. James Press £5.00

**The Export Trade**  
Sixth edition  
Clive M. Schmitthoff  
The established guide to the law and practice of international trade, written without undue stress on legal terms of art. A new chapter deals with the Competition Law of the European Economic Community.  
Stevens & Sons £11.50

**Solvency and Regulation of Banks**  
Jack Revell  
A wide-ranging examination of the theoretical and practical implications of a subject that has become of fundamental importance for banks and other credit institutions throughout the world.  
University of Wales Press £5.50

**Advertising and Labelling Laws in the Common Market**  
Dr. Richard Lawson  
The essential book for exporters, advertisers and lawyers involved in marketing in Europe. This is a simplified guide to the complex advertising and packaging regulations in the EEC, in ring binder form, with regular supplements, from the publishers. Tel. 01-253 3030.  
Jordans £20.00 including postage

**A Cartoon History of Architecture**  
Osbert Lancaster  
His witty tour of the exteriors and interiors of buildings from the Stone Age to the skyscraper. A new edition, with additional drawings, of *Here, of All Places*. Illustrated by the author.  
John Murray £3.75 paperback £2.95

**Who's Who in Finance 1975-6**  
Edited by Gower Economic Publications  
Just published. A personal introduction to the key figures in British finance. Over 3,000 biographies, 1,200 organizations by name and category, plus background data and directory of professional bodies.  
Gower Press £15

**Taxation Appeals**  
H. G. S. Plunkett and V. R. Chapman  
Now in its third edition, this book provides the knowledge necessary for appealing against all impositions to tax in the U.K. now in force.  
Oyez Publishing £3.75

**Your Business and the Law**  
John Harries  
Provides the businessman with a guide to the law as it relates to the everyday administration of his firm or department, covering business premises, staff employment, marketing and advertising.  
Oyez Publishing £1.50

**Contact Counselling: Techniques for Developing People in Organizations**  
Len Sperry and Lee R. Hess, with a foreword by Dorothy Jongeward  
Helps managers deal with people positively and effectively through contact counselling. Examines such situations as employee frustration, defiance and depression, and offers solutions based on Transactional Analysis techniques widely used in many countries.  
Addison-Wesley Publishers Ltd. £5.50

**Biscope on Credit Factoring**  
1975 By F. M. Biscope  
Credit Factoring is a developing industry in the U.K. and Commonwealth. This work deals with all aspects of the subject—whether commercial or legal, theoretical or practical. 0 406 11550 7  
Butterworths £9.50 net

**Mackintosh Yearbook of West European Electronics Data 1976**  
The Third Edition of the only Sourcebook of credible statistics on the European electronics industry—production and market forecasts. Pre-publication discount on orders prior to October 31, 1975. ISSN 0306-5774  
Mackintosh Publications Ltd. £20 (£24)

**International Trade Credit Management**  
G. V. Bens  
Written by the credit manager of Dow Chemical, Europe. Highlights effective methods of evaluating creditworthiness, and offers guidance on all phases from acceptance of order to receipt of payment.  
Gower Press £7.50

"A well-researched, clear and topical guide to the world's seven top oil companies"—New Statesman

## ANTHONY SAMPSON'S

### The Seven Sisters

The current crisis and the making of the great oil companies

"Immensely enjoyable... marvellous quotes... lively and informative"—Financial Times

"Essential reading"—The Times

£4.95

Hodder & Stoughton

مكتبة الانشاص

GET THE



the party

# The Marketing Scene

Capital goods companies badly need industrial marketing, but too many remain ant of its contribution. In the first of an occasional series AUBREY WILSON, managing director of Industrial Market Research Ltd., comments on new developments in this area.

## Spin-off services!

FOR a company which is frequently a difficult decision. Whether to in-house maintenance, or catering department, or to contract the work to a typical choice situation answer is not always to id in pure economics. There are usually two effects in a hard look at in-services. The first, is to dy close them down and what is necessary. The is to spin them off as concerns to a buyer in- in incorporating them own operations or de- them in some other here is, however, a third not tried with anything e same frequency, and for a number of firms oved most successful, spinning OUT rather nining OFF. Spin-out means converting an in-service facility into a entre within the com- offering the service in n market. There are examples which can be

some years now since Rail decided that their research department and skills which would be to other government rate organisations and successfully and profit- the services of the -often in competition ivate market research other public bodies ed, or are trying to the example of British hin their own field of These include the Airports Authority, the London Authority, Steel, the Atomic Authority, and the Freight Corporation. les are even more fre- private industry. Miles ow part of the GKN sed its experience in and distribution as a developing a separate company. Rolls-Royce computer centre avail- outside customers and to develop this as a international computer operation in association. land Bank was trus- by the collapse of ve itself. Lambert the specialists in insurance, developed an speciality in shipping s which is now avail- a consultancy basis to singly firms are making from cost cutting, te OFF, to spinning OUT the concomitant appre- it is not just a ques- making available. It has to be marketed. ntages are all there for any since their exist- mer list will frequently the first target—and a at that. They have the they have the "Bringing the two to-

together ought not to be that difficult, but the mistake firms are likely to make in this piece of "product" development is to fail to realise that the "product" alone is insufficient to make a profit centre. It has to have marketing support and skills.

And that is the rub. Firms which are highly proficient in marketing tangibles and a conceptual and technical difficulty in attempting to sell intangible services. It takes different skills, different approaches and different types of managers and marketers to launch, develop and consolidate a service market.

### Mix 'n' match

In the cut throat competition between the different areas of the country seeking to attract new industry, there has been very little to distinguish the ways in which each area has been marketed. Indeed from Cornwall to Caithness, the industrialist thinking of re-locating might gain the impression that every region is a dormitory area for the Garden of Eden. Merseyside however have come up with a new package that is really a product "plus". Adopting the primitive technique-shunned by the more effete in marketing, that is knocking on doors, they have surveyed the purchasing requirements of large firms which have or which are considering moving into the area and have attempted to match them with the goods and services of the small firms in the area.

The Industrial Development Department of the Merseyside County Council suspected that many firms re-locating continued perhaps for historic reasons to purchase from previous suppliers irrespective of the fact that their new geographical location might make such purchases less economic. This one large electrical firm moving into Liverpool was found to be shipping in large quantities of air from Hampshire in the form of empty metal boxes. A suitable local supplier was found by the Industrial Development Office to the advantage of both buyer and seller and the economy of Merseyside general.

The Director of the Industrial Development Office, Jim Gorie realised that a plus to any firm considering re-locating would of course be a local market of some significance, so following through on the door knocking approach with his assistant Ron Woodward, they have begun to build up a dossier on buying patterns to enable them to say to any firm considering re- location in the Merseyside region, that a local market exists for their products.



## A muted look for drink campaigns

BY ANTONY THORNCROFT

FOR the drink trade October signals the start of the Christmas sales campaign. This year, however, some of the best-known liquor advertising appears in new guises, reformed by the tougher Code of Advertising Practice for the industry.

Smirnoff vodka, for example, is back with a continuation of its "I was only" theme, but connoisseurs will detect a muted approach in the new advertising, reproduced here. There is a last chance to enjoy the brighter advertisements, prepared by Young and Rubicam, which have been appearing since 1970. From now until October 24 Smirnoff is holding an exhibition of its past ads, on the Trav-o-lator which runs down to the Bank station connection for the Waterloo line.

The Smirnoff advertising has been successful enough to give the brand half of the still growing vodka market. Courvoisier has also gained market share among the cognacs aided by a jaunty Napoleonic officer best known for bed hopping rather than fighting. It was feared that he would disappear completely under the new regulations but he is back for Christmas, if slightly restrained. The brand, and agency Sharps, is introducing the campaign with trade ads, on the theme "you thought you'd never see him again."

One other famous drink campaign gets underway again this month—also with a significant difference. The new advertising for White Horse whisky finally drops the white horse. A new £200,000 burst features a pictorial of the bottle and copious copy rather than the image building animal in an unusual setting.

The white horse has been in decline since the company, part of the Distillers Group, moved its advertising from KMP to Byfield-Mead last year. It was thought that the campaign had run out of steam, was getting silly, and above all was becoming a brand of advertising rather than advertising for a brand of whisky. But Byfield-Mead did not drop the horse immediately and with sales rising each year there was no pressure on the client's part for a drastic move.

But now there is a new approach, selling the quality and history of White Horse rather than creating a feeling about the brand. The new advertising is a response to the changes in the whisky industry where a fifth of sales are now held by the cheaper, usually weaker, whiskies. White Horse, which is the second most popular whisky in the world and about fifth in the U.K. market, aims to publicise its long traditions and consistency.

The advertising is centred around a full page colour advertisement in the Daily Express and goes further down the social scale than previous whisky advertising, taking in publications like the TV Times. It is basically aimed at the take-home trade, which now accounts for a half of sales and likely to grow, as whisky drinking (with mixers) in pubs becomes more expensive. On-trade sales have, in fact, declined since the Budget increased whisky prices. The company expects that the advertising will increase the publican's confidence in White Horse but it is hard to convert consumers into asking for a particular brand, rather than whisky in a pub. In fact, only 5 per cent. of buyers specify a brand.

THESE are frenetic times for marketing men. For years sales of most brands edged upwards, slowly or rapidly, all underpinned by increasing prosperity. Now there is an actual cur in living standards and consumers are reducing their spending.

Rather strangely many package goods markets have already experienced a fall in volume, even though Government statistics suggest that most wage earners have so far been able to keep ahead of price increases—perhaps the price have not been passing on the extra earnings to their wives. But in the next year the recession should start to bite at all levels with the likelihood of an even greater slump in sales. How are the major marketing companies attempting to cope?

Lever Bros., a subsidiary of Unilever, offer a good example. Its sales are in excess of £100m. a year, it is among the top half dozen suppliers to the grocery trade, and it claims brand leaders in five of the six markets it concentrates on. Many of these markets have experienced a fall in sales—seems that cleaning substances, like detergent, washing-up liquid, and soap are among the first sectors to suffer when money is tight.

And yet managing director Len Hardy is quite happy about the profile he is passing up to Unilever. They are down, but not so far down as arch rival Procter and Gamble, which has just announced a £2.3m. fall to £5.8m.

Hardy says "We have concentrated our effort. It is better to do a limited number of things very well. There are tighter disciplines in advertising and finance and we are watching our marketing mix—product/promotions/advertising/price—very closely to get the blend right. The mix never stays the same and there will be more changes in 1976."

So far the greatest attention has been paid to price, and in Lever's major market, detergents, by far the majority of packs of brand leader Persil have been sold with "price off" flashes. But Levers now claims around 53 per cent. of this £100m. plus market, the first time it has managed to consistently hold over a half for a generation.

With the overall market declining, volume sales are imperative for profits. Levers has been helped by the success of its new brand Drive which has captured an eighth of national sales in just three months, and is still not available everywhere. The launch of Drive typifies Levers' attitude to advertising. The new brand has rise in costs and the fall in

profits. But although advertising is down to around £6m. more cash, £6m., has gone into price promotions to keep the brands competitive.

Two brands that have received plenty of advertising support are Jif, a general cleaner, and Comfort, a fabric conditioner. Jif is being groomed to replace the declining Vinyl and is making a profit after eighteen months on the market. Comfort has virtually created a new market. Sales of conditioners were 3,000 tons in 1969, they are now 35,000 tons, but it is still in value way behind the £100m. a year that the Germans spend on fabric conditioners.

Times are tougher in the toilet soap market where there is little brand loyalty and Lever's Lux battles with Imperial Leather for leadership. In the past shoppers used to buy a handful of bars of soap at each purchase. Now they take just one or two bars and they tend to be bigger, economy sizes, with less wastage. But Levers is testing a new soap, Protect. In the west, and has another new product, Swan, a washing up liquid, on trial in Yorkshire.

There have been changes in the company's attitude towards launching new products. Protect and Swan shape up well they will go national at once. Hardy regards long tests of new brands as ruinously expensive and every effort is now made to get the brand right at the pre-testing stage and to use a regional launch to check on things like price acceptability. A similar test on Drive, for example, convinced the company that it was initially over-priced.

tests have been studied, and the company, like every other researcher in this field, has come up with no definite formula. But it does know the advertising ratings needed to get a new brand accepted: hence the enormous budget for Drive. It does not know yet how much advertising support is needed on holding operations for existing brands.

If you stop advertising consumers lose confidence in a brand, but just how much should be spent when the total market is in decline, and a new brand is taking some business from other lines manufactured by the same company, remains an open question. All this is relevant to Persil which in its two guises is still market leader, even though it is almost seventy years old as a brand name.

In the past year Levers has reduced the advertising support behind Persil, but this may have less to do with any fresh information about advertising than with a general reduction in budgets forced on the company by the rise in costs and the fall in



Len Hardy

Although Levers has been concentrating on price in the past two years because price has become that much more important there is another area that marketing executives ignore, at their cost—production. A new warehousing system at Port Sunlight has enabled Levers to concentrate its stocks in one depot rather than 30. This reduces stock levels and saves cash. It also smooths out the production runs.

There is one area where Lever Bros., despite its size and sophistication, has been unable to assert its will—the grocery trade. Retail outlets have cut their stocks much more drastically than consumers have held off buying, so manufacturers are harder hit than they feel the situation justifies. More to the point, certain retail groups have just stopped buying in certain product categories for a month or so which naturally hits the brand leader more than other brands.

For example the reduction in stocks of washing powder, where Persil is brand leader, means that there is only a 0.4 month stock cover for Persil Automatic while for other detergents it is 1.5 months. Lever Bros. is trying to launch the message that stockists should first hold back on the less successful brands while staying well supplied with the brand leader but the retail trade is proving a slow pupil. So the company goes into 1976 with a worse stock position than its strong brand franchises warrant, and the fear that next year it is consumers that will be de-stocking even more heavily than the trade.

## Summer upsets forecasts

THE long, hot summer has obviously had an effect on sales—ice-cream manufacturers are going to be happy while not many umbrellas were sold. Just how the various markets have been affected by the weather is now forthcoming from AGB research findings in the Television Consumer Audit.

Sun preparations were 41 per cent. greater in volume terms than in 1974, and carbonated drink sales rose by 38 per cent. Salad dressings gained 17 per cent. and fruit squashes 32 per cent. These are not odd improvements. More unquenchable perhaps was the 12 per cent. gain for pastes and spreads, a market which has not experienced much growth in recent years.

And, of course, there have been the losers. Not surprisingly canned soup sales are 28 per cent. down and hot cereals 8 per cent. But producers of vitamin tonics might be excused for being caught unaware by the 19 per cent. fall in their market while foundation creams are 17 per cent. off and face make up 14 per cent.

The other great casualty has been television viewing. There was a 9 per cent. decline in the number of hours viewed. The vagaries of the climate have introduced another uncertain element in what was already a difficult year for manufacturers, caught between a rapid de-stocking by the retail trade and a feeling by consumers that perhaps they did not ought to buy. Overall AGB reports volume sales are 1.2 per cent. lower than a year ago.

**MARKETING MEMO**

Thinking a new product? or a new advertising? or changing a pack? or you put your money on national, feel out right in one or more Test Towns.

ave newspapers which colour advertising, have detailed aphic data, for U.K. ion purposes, on the e shops and the rebates in ten test located in both the ad south of England.

Peter Clifford on 1030 for literature.

**Minster Press**

ewspaper House, London E24 4SR

## Bon adds strength

WINE-BASED cooking plonk under the Bon brand name is being introduced by Brooke Bond Oxo. The range consists of red, white and Cyprus sherry—with an added wine flavouring—in 41 fl. oz bottles which will retail at around 31p each. Only half the liquor called for in a recipe need be used, the rest being water. Where BBO may have a problem is that the range must be sold in the off-licence sector of supermarkets but selling in is going well in grocery outlets. Bon, incidentally, was the name of a Brooke Bond liquid coffee now discontinued, but the slogan now is "Bon for cooking."

Four hundred women, half of whom did not use wine in cooking, tasted the products and 65 per cent. said they would buy. In a nine-month test market 29 per cent. of homes bought at least once and repeat purchases in any given month was 21 per cent. BBO says its findings indicate an initial potential of 1.5m. bottles a year or £2.4m. at 16p.

## Dunlop TV drive

TO-DAY sees the start of one of the heaviest recent advertising campaigns on television—for the launch of Dunlop's new tyre, the Worldbeater. Between now and Christmas £450,000 will be spent kicking off with concentrated ninety-second commercials in the first ten days. In addition £65,000 will go on posters.

Dunlop expects a lot from the Worldbeater. It is the company's entrant into the high mileage, durability, sector of the market, one of the few areas to show growth these days. Dunlop brand leader in the £150m. tyre business, hopes that the new tyre will capture 20 per cent. of radial sales, pushing up brand share is the most obvious way to grow in a stagnant market.

There has been no quiting on the commercials: devised by Saatchi and Saatchi. They show a car that has been twice driven around the world, adding 27,000 miles to its Worldbeater tyres. The cost of the commercial which took seven months to complete, would have been more if

Qantas had not helped out on the air fares for a visual plug.

● ANOTHER massive television campaign is that planned by Elida Gibbs for its new Three Wishes toilet soap. The company, part of Unilever, will be spending £700,000 through Linas, with more below the line, in an attempt to build a major brand in this fickle market.

● IN AN effort to boost the attraction of cinema advertising the Screen Advertising Association, whose main members are Rank and Pearl & Dean, is holding the Cinema Advertising Awards on November 10th. All the 300 commercials made for the cinema in the U.K. and Eire since July 1, 1974, will qualify, and a team of advertising people, headed by Dennis Aulton of Young & Rubicam, will select the best.

But the award for the top commercial will be made on the night by the audience at the New London Theatre. Another innovation in this new advertising award, organised by John Simons Creative Consultants, is that the Grande Prix will go to the advertiser rather than the agency.

● POSTERLINK Selection announce that from November 1 it has been appointed by Wasey Campbell-Ewald to service a number of long-term outdoor contracts, including Coca-Cola, Philips Electrical, Ushers and Vaux Breweries.

● NORMAN, Craig and Kummel and Brian Dowling have formed a new jointly owned public relations consultancy—Nucleus Public Relations Limited. Nucleus will specialise in consumer and product public relations acting for NCK's existing clients in the initial stages.

● THE summer has done wonders for cider sales and market leader Bulmers sold 1.7m. gallons more than in 1973. In order to maintain the momentum during the winter the company is launching The Great Cider Revival promotion. About £100,000 will be spent, mainly below the line, in an effort to boost Bulmers commanding brand leadership in this £45m. business.



Many of the problems facing management British firms in the U.K. (high taxation, labour troubles, shortage of capital for development) can be wholly or partially overcome by manufacturing in Ireland... think of Ireland. It might be a happy answer to your problems"

Maintenance Engineering March 1975

**GET THE GOOD NEWS FROM THE REPUBLIC OF IRELAND**

IRELAND 28 BRUTON STREET LONDON W1X 7DB 01-629 4214 or 499 6155

## The Southern difference

Southern adults who have current bank accounts, 50.9%. National, 41.8%\*

The Southerner out-invests, out-saves and out-spends the national average in most things financial, from stocks and shares to premium bonds. And we've got all the facts at our fingertips. Ours is a thriving, affluent, expanding market. The figures reflect it. And that's the Southern difference.

**SOUTHERN TELEVISION**

Contact Brian Henry, Marketing and Sales Director, Southern Television Limited, Glen House, Stag Place, London SW1E 5AX. Tel: 01-834 4404.



## THE FINANCIAL TIMES

(Established 1888)  
Incorporating THE FINANCIAL NEWS  
(Established 1884)

Head Office Editorial & Advertisement Offices:  
BRACKEN HOUSE, CANNON STREET, LONDON, EC4A 3DF.  
Telephone Day & Night: 01-245 8000. Telegrams: Finantime, London.  
Telex: 886241/2, 883897

For Share Index and Business News Summary Ring: 01-245 8026

Branches: Glasgow, London, Manchester, Newcastle, New York, Paris, Rome, Sydney, Tokyo, Zurich.  
Dublin & Edinburgh: 01-245 8000. New York: 212-512-2000. Paris: 01-245 8000. Rome: 06-47891. Sydney: 02-955 1211. Tokyo: 03-3211-2000. Zurich: 01-245 8000.

THURSDAY, OCTOBER 2, 1975

## A qualified victory

YESTERDAY'S judgment by Lord Widgery in the case of the Crossman diaries—against which, of course, the Attorney General may still choose to appeal—will rightly be claimed as a victory for those who have stood up for more open government and freedom of expression against those who would extend the idea of the public interest to justify concealment of what might conceivably cause embarrassment or inconvenience to particular Cabinet ministers. Yet it is important to recognise clearly what the Lord Chief Justice has ruled and his reasons for so ruling. He has refused to issue an injunction against the publication of Volume I of the diaries of the ground that they deal with events which are nearly ten years old and that their publication would not, therefore, tend to inhibit free and open discussion in the Cabinet in future. At the same time, however, he has left open the possibility that an injunction might be granted against the publication of subsequent volumes if it were alleged that different considerations were applicable in these cases.

Indeed, Lord Widgery was at pains throughout his judgment to emphasise the fact that there cannot be a single rule to cover all cases of Cabinet confidentiality and that it may be intensely difficult in a particular case to say when material "loses its confidential character on the ground that publication will no longer undermine the doctrine of joint Cabinet responsibility."

## Onus of proof

This may seem at first sight tantamount to saying that each particular case must be judged on its merits and that publishers must incur a risk whenever they publish material about which there may be controversy. But Lord Widgery has nevertheless laid down some valuable guiding principles on a matter which has not until now come before the Courts for consideration.

But he rejects as excessively restrictive the imposition of the 30-year rule or any rule applic-

able for such a long and arbitrary period of time. Apart from his statement that each case must be looked at individually, Lord Widgery's main support for freedom of expression is to be found in two sentences: "The Court should intervene only in the clearest of cases where the continuing confidentiality of the material can be demonstrated. In less clear cases reliance must be placed on the good sense and good taste of the Minister or ex-Minister concerned." The confidentiality of particular opinions expressed in Cabinet is supported in principle, as it clearly must be if frank opinions are to be expressed, but the onus is now on those who complain about a breach of confidentiality to show that the issue of public interest is clear and that the Court should intervene.

## Civil servants

So far, so good. A fair balance seems to have been struck between the need to maintain confidentiality on Cabinet matters in some cases and (wherever this need is not overwhelming) the right of the public to know more about the process of government. But the Attorney General also argued against publication of the diaries on the grounds that they disclosed the advice given by senior civil servants and the comments made by Ministers on the capacity of particular civil servants. Lord Widgery has found that there is no ground for saying that the individual civil servant has "an enforceable right to have the advice which he gives treated as confidential for all time."

The fact remains that senior civil servants are unlikely to give such outspoken advice as they may be capable of if Ministers get into the habit of attacking them publicly afterwards in a way against which they have little defence, and that the continued provision of frank opinion and advice by senior civil servants to Ministers is in the public interest. If the law does not at present protect the public interest in this respect it should be changed.

## Foreign models for the Left

MR. WEDGWOOD BENN roused the enthusiasm of the Labour conference at Blackpool yesterday with some decidedly old-fashioned rhetoric. This partly concealed the fact—and was possibly intended to conceal it—that the industrial policy he was introducing marks a considerable change in the thinking of the Left. Some of the things Mr. Benn said look absurd in cold print, rather than against the fervour of a party gathering; many people would no doubt be delighted if he is fated to wage his ideological struggle as Labour did in the 1930s, from a very diminished base on the Opposition benches. However, his reception showed that he still has considerable appeal to some sections of the Labour party; for this reason, as well as because of his greater subtlety and sophistication, his arguments must be met.

Broadly, Mr. Benn and his supporters seem to have decided that the Socialisation of the economy can best be achieved not through old-fashioned sector-by-sector nationalisation (in spite of his pious quotation from Mr. Attlee), but by intervention in financial decisions; and although he may favour limitation of physical imports, he seems to have an almost unlimited appetite for ideas imported from abroad.

## Investment fund

Companies are to subscribe part of their earnings to an investment fund on a Swedish-German model. The National Enterprise Board is to have a banking side—as IRI does in Italy. Proposals for banking nationalisation look to France for their example. The proposed investment fund which would channel institutional savings to industry, with official underwriting of the risk involved, is drawn rather loosely from Japanese practice. This approach shows great polemical skill. It is more difficult to dismiss ideas of such apparently admirable parentage out of hand, even if the whole programme looks like miscegenation.

Mr. Benn appeals, too, to a general unease about British industrial performance which is not limited to the Left.

Unease about the role of the City is also widespread. The Institute of Chartered Accountants, for example, has today published a study by Professor Samuels and his colleagues in Birmingham which argues that the British financial sector has for a long time been an inadequate provider of long-term funds for industry. Lord O'Brien, when he was Governor of the Bank of England, fought a losing battle to persuade the investment institutions to recognise their long-term commitment to industry by taking a much more active role in monitoring management performance.

## Freedom

In these conditions, Labour's new strategy—and it must be remembered that the proposals of the National Executive Committee were to some extent modified to win the support or acquiescence of some Cabinet moderates, including Mr. Healey—is far the most dangerous challenge it has yet presented to the normal British understanding of the mixed economy, in which the private sector is responsive to market demands rather than Government directions. The prospect of a steady progress towards the dirigisme which Mr. Benn proposes—especially, it must be confessed, in the hands of British policy makers—is a daunting and discouraging one, as some of our American visitors have bluntly said; but it will not be kept at bay simply by denouncing it. It is a policy which demands an answer from the Opposition, industry and the City; and that answer will have to show—perhaps again by appealing to foreign examples—that the solutions need not involve the extinction of market freedom. If Labour's strategy remains without constraint, even if the whole programme looks like miscegenation.

It is probably too soon to write the epitaph of the Common Agricultural Policy. But it is as well to be clear that the CAP has seldom, if ever, been in such a shaky condition. Having held together through three traumatic years, being buffeted by monetary chaos, rampant inflation and intense cyclical shortages and glut in many of the agricultural markets it aims to manage, the CAP is now being subjected to pressures which could bring it to its knees.

The CAP's propensity for crises is well known. Last year the beef and sugar markets were the problems. Both now seem to be well on the way towards re-establishing an equilibrium. The current difficulties are over wine, and the budget, but what is different is the beggar-my-neighbour atmosphere surrounding them. Community member governments no longer seem to be looking on the CAP as a joint enterprise, the cornerstone of European integration to be fostered and improved.

Almost everybody appears to be wearying of keeping the CAP show on the road and is, perhaps subconsciously, questioning whether in the end it is worth the effort.

It is true that West Germany retreated from forcing a showdown over the cost of the CAP this week. Nevertheless, the message remains the same. Bonn has completed its transformation from being the trustee of the CAP to being its hard payer, and with the piecemeal approach overshadowing everything, the strain of trying to run the agriculture of nine countries in harness is bound to increase.

## Fearing for the future

Admittedly, the German attack on EEC expenditure has not been confined solely to agriculture. But it is very difficult to press for economies in the EEC Budget before quickly running up against the needs of the Common Farm Fund. And it is very difficult for some in Brussels not to fear for the future of the CAP when the German Chancellor, Herr Helmut Schmidt, publicly describes the policy as "a massive misdirection of economic resources."

Yet, the fact that the CAP still accounts for well over half the Community Budget is not really because of those beef and butter mountains and wine lakes but because this is one area where Brussels has taken over budgetary responsibility from national governments.

Were EEC members to be pooling their financial efforts in other economic areas, the Community Budget would not look so lopsidedly biased towards agriculture. As it is, many sup-

posedly developing areas of Community policy, notably the Social and Regional Funds and aid to developing countries, have fallen prey to the German axe at a time when a Community response to the economic problems of the day would demand that expenditure in these areas be stepped up.

The net result is that the CAP expenditure has been thrown more sharply into relief. The rest of the Community

estimated final total of 4.75% rise, promises all round not to break the rules again, and a renewed commitment to reform the CAP.

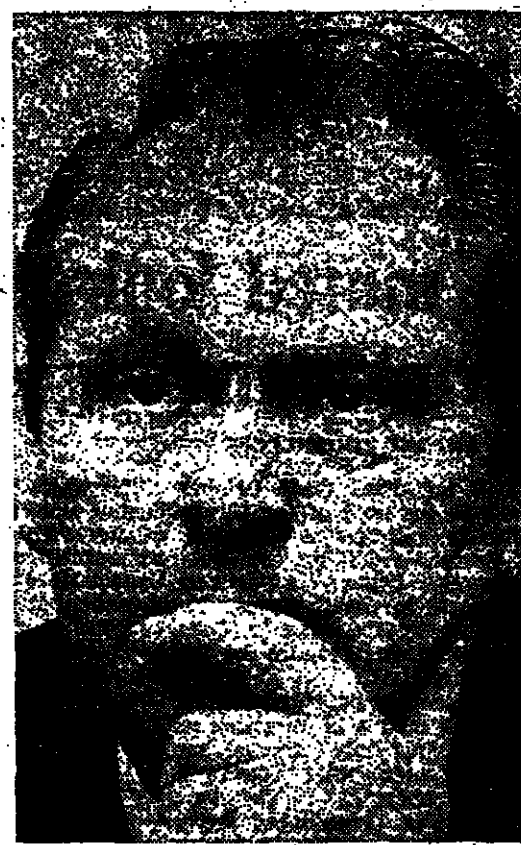
But, by the spring, Paris was once again turning a blind eye to a month long ban on Italian wine imports operated by the French wine trade, and now again the French Government is flouting EEC rules by cheapening Italian table wine by means of a unilaterally imposed 12% per

The Commission prefers to make the comparison with this year's final figure, giving an 11 per cent increase. If the member governments accept the cost-saving reforms proposed in a

From ROBIN REEVES, Brussels, October 1



Herr Helmut Schmidt (left) describes the Common Agricultural Policy as "a massive misdirection of economic resources." Mr. Pierre Lardinois (right), the Brussels Commissioner for Agriculture: "If a budgetary ceiling were imposed, 'I would be the first to go'."



resisted the German demand to cut up to 400m. Units of Account (some £166m.) of the projected Farm Budget for next year because they recognised that they might be signing the CAP's death warrant. The Germans probably recognised this too, by acquiescing to being outvoted.

The fact is that nobody can run a viable farm policy with a budgetary ceiling. The man in the hot seat, Mr. Pierre Lardinois, the Brussels Commissioner for Agriculture, who must take major credit for holding the CAP together by his political acumen, has pointed this out in no uncertain terms. He told a meeting in Caen, Normandy, in June that the CAP could not work in such circumstances. If a budgetary ceiling were imposed, "I would be the first to go," he declared.

Next year's proposed CAP Budget of 5.2bn. Units of Account is being described in Germany as a 30 per cent increase. By comparison with the preliminary Budget forecast a year ago of 3.99bn. Units of Account, this is true. Expenditure this year has risen to an

the Commission's CAP "stock-taking." The Commission hopes this will balance out the effect of next year's inevitable price increases. In the current inflationary climate it will be impossible to enforce an EEC farm price freeze.

But it would be quite wrong to gain an impression that the CAP is being weakened only by Bonn's budgetary preoccupations. Other Community countries, too, have as much if not more, to answer for. It is probably only natural, but years of national ministers of agriculture taking all the credit for success while using Brussels as an excuse for inaction or failure have taken its toll.

The French Government in particular has, to say the least, abdicated from its traditional role of fierce guardian of Common Market obligations in general and the CAP in particular. Last year, it cynically ignored Brussels rules and gave its own farmers a large national handout. It was this which led to the German Government's temporary veto of last autumn's emergency 5 per cent price

cent import tariff. Italy has seldom flouted CAP rules deliberately, but its failure for one reason or other—usually administrative—to get the benefits of the CAP through to its own farming population is legendary. The Italian Government is hardly in a position to complain about tighter budgetary control when it has so much difficulty in distributing the Community funds which are already available to its agriculture.

The smaller EEC members, Denmark, Ireland and the Netherlands, as net agricultural exporters, all do very well out of the CAP. But while they may have obeyed the rules, they have contributed to the bad atmosphere by creating the Common Farm Fund as a bottomless pit of support for their agricultural industries.

This leaves Britain, which has always taken a very jaundiced view of the CAP. The fact that EEC membership has saved the country from the worst of the world food prices storm by guaranteeing a greater degree

of self-sufficiency in such basic commodities as cereals and sugar at lower than world prices has not made the CAP any more loved.

It now transpires that, thanks to such items as the Community subsidised sugar import scheme and the arrangements for trying to maintain a unified farm market in the face of fluctuating currencies, resulting in EEC subsidies on many of Britain's food imports, the U.K. this year will be getting back slightly more from the Community budget than it contributes.

Any doubts about the potential benefits of the CAP to the consumer should have been removed by the latest upsurge in world grain markets. Those who argued during the U.K. referendum campaign that the world food situation was only temporary have been practically buried by the latest avalanche of Soviet purchases.

This is hardly the time to be questioning the value of a Common policy which guarantees a far greater degree of food self-sufficiency at more stable prices than would otherwise be the case.

Mr. Fred Peart, the U.K. Minister of Agriculture, has shown that the CAP is capable of being adapted to the benefit of the consumer in other directions. The semi-direct payments system for beef in Britain and the success of the cheap beef for old age pensioners scheme are two examples. Moreover, further adaptations, improvements or reforms, call them what you will, are in the pipeline.

The proposed reforms include giving Community consumers priority in the disposal of surpluses, which inevitably arise from time to time in common markets at or near self-sufficiency; the development of a rational foreign trade policy for agricultural products consistent with the GATT multi-lateral trade negotiations; greater regularity of supply in food aid; greater flexibility in the support systems for cereals and beef; and the assumption by producers of some degree of financial responsibility for structural surpluses.

Perhaps the greatest present-day misunderstanding of the CAP is the belief that reform automatically equals cheaper food and a lower budgetary cost. To take the extreme example, cheap food could be achieved by a policy under which farmers were subsidised directly to the point where they were able to give away the result of their labours. But the budgetary cost would be astronomical.

The deficiency payments to run the agricultural system of subsidies suited Britain alone, because it has only some 200,000 farmers, but it is too expensive for an EEC with a farm population ahead of its time in approaching 10m. This has not build a united Europe.

prevented the CAP from moving away from a total reliance on manipulating market prices by buying up surpluses to enable every producer to his return wholly from market. It is at the stage trying to find a mix of management instruments which are both cost-effective and politically acceptable.

The present negotiations are very much a test of reform. The seeds of reform were sown in 1970, when Community adopted a regime which had no aim for relating wine price to consumption, resulting in the present wine "lake."

The Commission's wine posals aim to promote a term balance by a variety means. Negotiations have reached the point where main producers, France, Italy, are prepared to accept disciplining of production providing their wine price have some sort of a fall guarantee, but West Germany is baulking at the proposal.

## Significant stand

Another significant stand that Italy is arguing is wants to see first world northern hemisphere milk producers are subject to market discipline, acquiescing to such the for wine producers.

Again, it would be more popular to get rid Community's wine surplus giving away a free bottle of wine to everybody in the community, but this would be costly for the EEC budget selling it cheaply to the surplus. Present discussions desirability of the Common entering into long term export contracts with Egypt and other countries involving subsidies, a number of questions term contracts may be rational, but will they be to more costly? At about European cost getting first priority in disposal (and might perpetuate over-production).

The unanswered question is an increasingly austere climate is whether Community spirit will strong enough for the governments to press the task of improvement CAP even if something might involve spending money or whether the strains and costs of the system of subsidies suited Britain alone, because it has only some 200,000 farmers, but it is too expensive for an EEC with a farm population ahead of its time in approaching 10m. This has not build a united Europe.

## MEN AND MATTERS

## Transmission trouble

Daf Holdings seems to be constantly in the wars these days. The Dutch motor group has three separate arms—Daf Cars (renamed Volvo Car since Volvo stepped up its stake to a controlling interest a year ago), Daf Trucks, and Van Dorne Transmille which makes transmission systems. As I reported a month ago Daf Trucks is in a heavy loss-making situation and there were all sorts of allegations floating around about stolen documents which referred to production cutbacks and eventually found their way into the hands of the unions involved: only this week Daf Trucks has announced sweeping changes in management and shareholdings in a move to overcome its problems.

Now however it is the other two arms which are hitting the headlines. At the root of this problem is the fact that when Volvo took its majority stake in the car subsidiary it did not acquire the transmission manufacturer, which has evolved a new transmission system and may supply it to Fiat.

The new system is called "Transmatic" and is supposed to be well in advance of the well-known Daf Variomatic system developed by Ruud Van Dorne, founder of the Van Dorne empire who retired in 1965. Volvo is trying to freeze the alleged VDI/Italian contract through the courts because, it claims, it stands to lose £15.50m. if the deal goes through. It further claims that its deal with Daf cars prevented VDI from signing contracts with third parties without Volvo's permission.

The judgements he has handed down which have tilted the public eye have tilted this way and that between apparent leniency and apparent severity. He showed no mercy in his dealings with the Krays, and when he sat in the Appeals Court he dealt severely with

the Great Train Robbers and the South London Richardson gang. He was also however the man who quashed the sentences on the three young editors of Oz magazine, and in doing so laid down a precedent on obscenity which has come to be generally accepted.

Unusually for someone rising to such legal eminence John Widgery started off as a solicitor. He lists no recreations in Who's Who and is apt to tell people that he has no hobbies—although he is known to enjoy watching the odd game of rugby. He once told someone, "I'm very dull."

## Morgan's moves

Internal management re-organisations can be significant, and sometimes they can mean virtually nothing at all. The announcement that Philip Chappell is to become a vice-chairman of Morgan Grenfell Holdings and that Christopher Reeves is to become deputy chairman of Morgan Grenfell and Co. falls into the former category for a number of reasons.

From the bank's point of view the moves represent a strengthening of their top structure and a further move to avoid too much compartmentalisation: for example, Reeves has previously been a director of the bank as well as a member of the holding company board and has headed up the banking division. Now as deputy chairman he will have wider ranging responsibilities.

Philip Chappell is the better known of the two, mainly in his role as part-time chairman of the National Ports Council—a job he took on in May 1971 at the request of the Conservative Transport Minister John Peyton, and has continued to hold under Labour Ministers.

His new appointment means that he will now be spending more time on Morgan Grenfell business than in the last four years, and as he remains as chairman of the NPC the implication is that he and his colleagues have now got that licked into the shape where day to day running looks after itself.

This, Chappell believes, is now the case. Since he took over in 1971 the labour force in the ports has been reduced by about 30 per cent, and although he is not particularly proud of that statistic he is pleased at the way the council has affected management attitudes among those running the ports, and the accompanying improvement in financial performance. What he is proud of is the fact that the ports still run without any central government handouts.

At Morgan Grenfell he will add his weight to the corporate finance side of the business which he used to run; but his main job will be to get out of the office and bring in business. "Christopher is paid to be out of it," he says. Chappell also has a number of outside directorships—including GKN, whose Board he joined after narrowly winning the battle for Miles Drueer on its behalf. But where he is a director he (and the bank) make it a rule that he does not advise on corporate finance: where Morgan is the financial advisers he reserves the right to advise against their advice but he Boardroom.

## Male gale?

Victory or defeat in International Women's Year? From November, Australian weathermen are to code-name hurricanes after men as well as women.

## There's always someone worse off than you. U

Most families have had to make a few economies lately. Tighten their belts and cut out a few luxuries.

Well, with thousands of children to care for, Barnardo's has been hit harder than most families. Unfortunately, we've no more belt to tighten. And we've never had any luxuries to cut out. All we have is children. They're children of all colours and creeds. For most of them—handicapped, deprived, orphaned or deserted—Barnardo's offers a better chance of a meaningful life. We come in when the State cannot cope.

We feed and clothe them in our homes, educate them in our schools and care for them in our Day Care centres. We find foster homes and arrange adoptions. And still it keeps coming.

Ours is not a fashionable business and we certainly don't show a profit. In fact we depend entirely on charity to survive. Your charity, for instance.

Make out a donation right now, or ask us about a Deed of Covenant. Give us a hand running a local fund raising group, if you prefer.

When you help a Dr. Barnardo's child, you can also be sure you're helping someone worse off than you.

We can't give unless you

Barnardo's

Britain's largest child care charity.

I enclose a donation of £1 ☐ £2 ☐ £5 ☐ £10 ☐ £20 ☐ £

I would like to know more about Wills/Covenants. ☐

I would like to know how I can help Barnardo's. ☐ (tick box)

(Make cheque/PO payable to Dr. Barnardo's)

NAME

(Please print clearly) ADDRESS

Post to: Dr. Barnardo's, WPL 174, Barking Road, Essex IG8 1QG.



Observer

سكاس الفصل



# The argument about world recovery

THEY most directly concerned with the world recovery are the 24-nation Organisation for Economic Co-operation and Development (OECD), with headquarters in Paris. In the OECD had a very Anglo-Saxon orientation has been given names such as the "British Treasury" or the "Old Lady of the City". It is, however, a deeply divided in its policy, this is in the past, the demand for a "world-wide" policy, and an over-approach to balance payments targets and are still the basic attitudes of many at working level. Figures are shown that world industrial output is nearly 20 per cent below trend in the recession since the war. The world savings ratios of such as West Germany, U.K. are 24 per cent normal. From this it is drawn that far more be done to stimulate demand.

## nted

inger is pointed especially Germany and the U.S. are being criticised for not giving the other stimulus, as a large recent tax cuts to have been saved. The Federal Reserve is being criticised for too low a money target of only 75 per cent. The Fed's Chairman, Mr. Burns, emerges as the piece. This would cause, bring joy to British who are cam-

because this would be venturing too far into IMF territory.

But on the main debate about how much to stimulate the world economy, the interesting feature has been the emergence of a "revisionist" school of thought within the OECD which is much nearer the GATT line. In both organisations, it is pointed out that the fall in the rate of world inflation has largely been due to the decline in primary product prices, which have recently shown signs of turning upwards again. The OECD belief is that the world recession has reduced the rate of wage inflation in the main industrial countries by a mere couple of points.

The orthodox view is that this all shows the need for an incomes policy. But the revisionist school, which is increasingly influential near the top of the organisation, believes that such figures also suggest that without the recession, wages would have spiralled upwards out of control; and that the downturn in activity was a necessary corrective. This, of course, was the belief which the Heath and early-phase Wilson Governments refused to bite, a refusal which did not prevent the unemployment from occurring in any case.

The special features of the present recession can also be taken as an argument for caution about stimulating world demand in the way demanded by the British Government and mainstream OECD opinion. Savings ratios would have only to move back part of the way towards normal for the problem to change from sluggish demand to excessively rising demand. This would be compounded by a turnaround in stocks. The

## HOUSEHOLD SAVING

Percentage of personal disposable income

	Average 1964-74	1973	1974	1975
United States	7.2	8.4	8.1	7.5
Canada	15.9	24.1	25.6	27.7
Japan	11.7	13.3	12.6	14
France	16.2	17.1	14.7	14
Western Germany	12.7	13.5	14.8	16.5
United Kingdom	9.3	11.3	12.1	12.6

Source: OECD, etc.

## INDUSTRIAL PRODUCTION

Percentage changes on previous quarter, seasonally adjusted, excluding construction

	3rd qtr 1974	4th qtr 1974	1st qtr 1975	2nd qtr 1975 (provisional)	Cyclical situation (s)
United States	-3.3	-8.0	-1.5	-18	
Canada	-1.2	-1.3	-2.8	-4.8	-10
Japan	-3.2	-3.3	-7.7	-2.6	-32
France	+0.8	-5.6	-3.4	-2.9	-14
Italy	-4.4	-4.7	-1.7	-2.7	-22
Western Germany	-1.8	-3.6	-2.8	-1.9	-17
United Kingdom	+0.9	-2.8	-1.0	-3.9	-10
All OECD countries	-0.8	-3.4	-4.1	-1.3	-19

(s) Percentage deviation of industrial production in second quarter of 1975 from the seasonal trend of output calculated for each country over 1955-74. Source: Bank of England

Bank of England has reported a rundown of stocks on a scale not seen for 25 years, which has accounted for well over half the 31 per cent fall in U.K. demand in the last year. If both savings and stocks turn round together—and there is a relation between them—could governments run down their Budget deficits sufficiently quickly to prevent renewed inflation? This is one of the worries of the OECD revisionists, who are concerned that the Organisation should not draw the wrong moral from its free IMF resources for the

Third World. (The IMF is, in any case, rapidly becoming more of a Third World organisation in its lending operations, leaving the EEC, the OECD, the Group of Ten and other such "rich men's clubs" to sort out the problems of the industrial world.) In addition, the oil producers themselves have hitherto shown an ability to spend far more of their own counterpart surpluses than economic forecasters ever thought likely.

The main reason why the OECD revisionists still hesitate to call off their campaign for "reflation" by the stronger countries is that, although they are reasonably satisfied with the U.S. upturn, they are still waiting for a decisive signal that Germany has turned the corner. But looking beyond the next few months, their real fear is that the present world cycle will turn out to be V-shaped, and that we will not climb very far up the other side of the V before inflation starts accelerating again. This could well happen, moreover, when conventional indices still show large amounts of unused capacity and underemployment.

An altogether new emphasis is now placed in the Rue Froufrou in the "voice of excessive" increases in the money supply in bidding up both commodity and real estate prices in the early stages of the last, 1971-73, upturn; and there are hopes that countries have learned their lesson.

One which has not is the U.K. Not only have both measures of the money supply started growing at rates consistent only with double-digit inflation but banks have a large cushion of reserve assets, and one fears that the authorities will do too little too late to mop these up for fear

of discouraging borrowing for "investment"—the religion of the establishments. (This insistence on investment has taken hold just when more and more evidence is accumulating of declining marginal productivity of capital throughout North Western Europe—and North America.)

The OECD has now published a book on *The Role of Monetary Policy* which not only accepts that it is important but concedes that the level of nominal interest rates, so beloved by central bankers, may be very misleading in times of rapid inflation, and that the money supply may at times be a better indicator. Nevertheless, despite all the evidence they furnish that many of the most important effects of monetary changes are so long term as to be perverse from a stabilisation point of view, the authors cannot bring themselves to give up their preference for discretionary changes in favour of a fixed rule for monetary growth.

## Danger

The danger, as with all converts, is that people such as OECD officials will expect too much from monetary policy. The outstanding feature of the industrial world's economy is that any attempt to grow at the same rate as in the past, or at the same statistical levels of capacity utilisation, is likely to bring a fresh acceleration in inflation which could lead to just the crash that the depression-mongers fear. Monetary restraint is simply a safety catch which governments will be tempted to release if it prevents their "doing something" about unemployment.

What is it that has changed in the world economy? Is it the end of the "money illusion" which once made it possible for governments to spend themselves into overfull employment? Is it structural changes which make it more difficult to adjust demand to supply in particular markets, whether for goods or labour? Is it the growth of social security systems which have radically changed the meaning of unemployment figures? Or is it the growth of producer power, whether of labour unions or of cartels such as OPEC, which have rigged particular wages and prices against market trends, and thereby increased the sustainable employment rate? Or is it all these things?

These are, no doubt, among the questions which the OECD think tank of "wise men" under Professor Paul McCracken, ex-President Richard Nixon's first Chairman of the Council of Economic Advisers, on which I reported last Monday, will be asked to answer—preferably by the end of 1976. Fundamental enquiries cannot be undertaken by committees. But some comparisons—say of countries with strong or weak trade unions, or of different systems of social security—might help to discriminate between the possible explanations.

But in the end the value of the group's report will depend on its being sufficiently tough-minded to regard governments not just as benevolent masters to be advised but as part of the subject matter of their study along with trade cycles, inflation and everything else. It will, of course, take a risk if it ventures that far into the political process. But unless it takes this risk, it might as well not bother to start.

## Letters to the Editor

### for ation

J. Kennedy.  
am relatively sure that we have to encourage exports in this country is exchange rate, and at all. I believe that a thermometer of inflation largely (since the rise took their toll) by using currency.

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

Commodity "FOL" um B.Fr.5,400 (rate of age B.Fr.130 to £1 sterling commodities sterling value as £11.54).

the fact that for the past year we have spent time and money trying to buy British—we are foolishly providing a stimulus to the economy, but we have never received a reply to any of 50 or so letters to potential suppliers, Chambers of Trade, etc. inquiring about their or their members products.

Another point is that we advertise our products in this country, and as a result we receive continual approaches from potential new suppliers, from Hong Kong, Portugal, Pakistan and so on, but better one approach from a home supplier, where the publications we advertise with are in circulation.

So before we hear more beating from the home suppliers, let us see the businesslike approach to the competition equalled, both in service and product, then our slice of the import figures need not keep being added to the annual sum.

Our export business is growing, but if we had to use slow home supplied deliveries, we could kiss that goodbye, as Britain's reputation as an exporter is not the best on the time factors involved.

Geoffrey Magnay, 69 Berkeley Road, Marlow, Bucks.

More careers officers

From the Area Careers Officer, Surrey County Council.

Sir—I refer to your paragraph of September 26 (page 15) "More Careers Officers to aid School Leavers".

Mr. Harold Walker, Parliamentary Under-Secretary at the Department of Employment and Training Act 1973 made it obligatory for all local education authorities to provide careers service for young people in schools and in further education up to polytechnic level. How is it then that the Department of Employment, which is not responsible for this area of work, intends to take on 200 new careers officers in an effort to increase the number of jobs for school leavers? Perhaps the Department intends to subsidise the local education authorities in order that they may be properly staffed to cope with the present difficult economic situation. But in any event, I would like to know how the Department of Employment will manage to find 200 new, qualified careers officers at the drop of a hat.

J. I. Marmon, Miss 7a, West Street, Reigate.

Scope for exporting

From the Managing Director, M.M. Distribution Consultants, Downham.

Sir—I am travelling round Europe, I am struck by the potential for export which exists within the EEC countries. One finds that everything is exceedingly expensive, principally because of the falling value of the £. Clothes in the shops, tools and other goods are often double the price one would expect to pay in Britain. This appears to offer great opportunities to virtually every industry in Britain.

Never have opportunities been better for British companies. The EEC truly is our oyster, with currencies at present much harder than our own. Various factors which have spare

capacity should surely contemplate sending some of their best into Europe to explore the opportunities. It sounds glib to make these comments, since many companies are already aware of the opportunities, but it is my experience that many of the smaller companies, upon which so much of the wealth of this country depends, are ignorant of how to get about selling on the Continent.

In talking to one would-be exporter, I was amazed that he should expect to sell his goods through an agent without himself appearing once on his chosen market. It seems to me that the secret of successful selling on the Continent lies in enthusiastic and frequent appearances showing the product and extolling its virtues. When this is allied to our current price advantages, the results must be startling. What use, however, are agents, could any exporter require?

Of course, quality has to be comparable with the goods already on sale, but our industry is fully capable of producing the highest quality required. Transport and warehousing costs can absorb a considerable portion of the margin, but it is not here in the services over the Channel and the various physical distribution networks available, are capable of making rapid and economical deliveries within the EEC. The costs absorbed will still leave a very large margin for selling expenses and final profit.

R. P. A. F. Williams, Church View House, 27, High Street, Glastonbury, Somerset.

Local authority spending

From Mr. P. Dodd.

Sir—I am afraid that the attitude of Mr. Geoffrey Drain (September 25) to pay rises and their relationship to inflation displays the usual lack of commercial sense so often evident in the statements of trade unionists.

He should be content that his MALGO members got a 2.5 per cent rise at a time when inflationary pressures are hitting the pocket of every ratepayer. Let him realise that a great many people never got such an increase because their companies just could not afford it. Nobody in my company got as much as 2.5 per cent, and I am sure this must apply to a great many small employers.

He seems to think that funds are unlimited but let our local councils cut their coats according to the cloth and let us have an end to this bonanza of spending by local and central government and an end to statements that "Attempts to counter inflation by squeezing public expenditure are just not on as far as MALGO is concerned..."

It is we, the rate and tax payers, that pay the piper, we should call the tune.

Peter M. Dodd, 27, Cross Road, Tadworth, Surrey.

£12 to strike regularly

From Mr. G. Gripps.

Sir—I write with reference to your informative article concerning the forthcoming "clash" between the banks' staff associations and the National Union of Bank Employees (September 28). I am not a member of NUBE but am concerned as to the out-

come of this longstanding dispute solely by reason of the fact that I work for clearing banks, and that the Conservative Government will win the next election. The Conservative Government must then have the strength and determination to enforce the will of Parliament.

Jacques Arnold, 33a, Nicholson Road, Addiscombe, Croydon.

Engineering education

From Mr. G. J. Charnley.

Sir—Over the years there has been a lot written about the lack of investment in machinery and equipment, but an equally serious situation applies to investment in advanced engineering education. I refer to the lack of British students in undergraduate and postgraduate courses which, to an alarming extent, are educating and training overseas students. There are good reasons for encouraging overseas students, enabling them to become familiar with the British way of life, and hopefully on their return home, to specify British equipment, but we must at least match this output by ensuring that British technologists remain competitive in quality and quantity.

It should be obvious that a period of economic recession is the time to train and update in new techniques those who will be required for the expansion we are told is coming. Rather than make people redundant, or endeavour to carry them with the aid of £10 per man from the government, this time can be utilised to improve the potential of people at all levels.

But everybody says, "We have a cash flow problem." Are they aware that the Engineering Industry Training Board offers grants of £50 per week per man for attendance at approved industrially steered courses at M.Sc. level in, for example, manufacturing technology and project management? These grants are available to any company prepared to look to the future, provide highly trained technologists, and, as a by-product, help in a small way to reduce the redundancy problem.

To summarise, work is short, redundancy is wasteful, training is needed courses are available, cash is waiting. Why then is this opportunity not being seized?

C. J. Charnley, Cranfield Institute of Technology, Cranfield, Bedford.

Chickens and eggs

From Mrs. E. Kasket.

Sir—The Lex Column (September 27) returned to a favourite theme with "But the bullish forces are still there in the background... The U.K. has been just about the leading performer in the past month, but it has yet to make a clear breakthrough its June peak of 385.3; that would really make the bulls sit up."

In the past month or, indeed, in the few months, the column has put forward many a variation of the following disarming logic, as amplified by myself: Shares have gone up and therefore it is a bull market. It is a bull market and therefore shares will go on up.

Philosophers rejoice! You may now wrestle with this up-to-date version of the old chicken-and-egg conundrum.

E. Kasket, 7 Lynton Road, London, N.W.2.

connections of MPs and believe, as Mrs. Thatcher obviously does, that the Conservatives can win the next election. The Conservative Government must then have the strength and determination to enforce the will of Parliament.

Jacques Arnold, 33a, Nicholson Road, Addiscombe, Croydon.

Engineering education

From Mr. G. J. Charnley.

Sir—Over the years there has been a lot written about the lack of investment in machinery and equipment, but an equally serious situation applies to investment in advanced engineering education. I refer to the lack of British students in undergraduate and postgraduate courses which, to an alarming extent, are educating and training overseas students. There are good reasons for encouraging overseas students, enabling them to become familiar with the British way of life, and hopefully on their return home, to specify British equipment, but we must at least match this output by ensuring that British technologists remain competitive in quality and quantity.

It should be obvious that a period of economic recession is the time to train and update in new techniques those who will be required for the expansion we are told is coming. Rather than make people redundant, or endeavour to carry them with the aid of £10 per man from the government, this time can be utilised to improve the potential of people at all levels.

But everybody says, "We have a cash flow problem." Are they aware that the Engineering Industry Training Board offers grants of £50 per week per man for attendance at approved industrially steered courses at M.Sc. level in, for example, manufacturing technology and project management? These grants are available to any company prepared to look to the future, provide highly trained technologists, and, as a by-product, help in a small way to reduce the redundancy problem.

To summarise, work is short, redundancy is wasteful, training is needed courses are available, cash is waiting. Why then is this opportunity not being seized?

C. J. Charnley, Cranfield Institute of Technology, Cranfield, Bedford.

Chickens and eggs

From Mrs. E. Kasket.

Sir—The Lex Column (September 27) returned to a favourite theme with "But the bullish forces are still there in the background... The U.K. has been just about the leading performer in the past month, but it has yet to make a clear breakthrough its June peak of 385.3; that would really make the bulls sit up."

In the past month or, indeed, in the few months, the column has put forward many a variation of the following disarming logic, as amplified by myself: Shares have gone up and therefore it is a bull market. It is a bull market and therefore shares will go on up.

Philosophers rejoice! You may now wrestle with this up-to-date version of the old chicken-and-egg conundrum.

E. Kasket, 7 Lynton Road, London, N.W.2.

## To-day's Events

Labour Party conference continues. Blackpool. Business includes local government finance, transport, steel industry, overseas aid and world food resources (Mr. James Callaghan, Foreign Secretary) and Party manifesto (Mr. Edward Short, Leader, House of Commons).  
Representatives of telecommunications unions meet Mr. Eric Varley, Industry Secretary, to protest against proposed cuts in Post Office equipment programme, London.  
West German Chancellor Helmut Schmidt addresses International Chamber of Commerce, New York.

U.K. Atomic Energy Authority annual report published.  
OFFICIAL STATISTICS  
U.K. official reserves (Sept.).  
Capital issues and redemptions during September.  
COMPANY RESULTS  
Cadbury Schweppes (half-year).  
Cope Allman International (full year).  
EMI (full year).  
Morgan Crucible (half-year).  
Thomson Organisation (half-year).  
COMPANY MEETINGS  
Central and Wood Trust.  
Hyde Park Hotel, S.W. 12.

Elblef, Birmingham, 12.  
Gelfer A. and J.J. Glasgow, 11.  
Harrold, Leicester, 3.  
Jones Stroud, Nottingham, 12.  
Lethian Investment Trust, 93, Wilmor Street, W., 11.30.  
Macarthy's Pharmaceuticals, Ingatestone, 11.  
Owen and Robinson, Leeds, 3.  
Phoenix Timber, Rainham, Essex, 12.  
Polly Peck, Inn on the Park, W., 11.30.  
Steinberg, Grosvenor House, W., 12.  
Thames Plywood Manufacturers, 4, Crosby Square, E.C., 11.30.  
Ward and Goldstone, Salford, 11.45.

## We'd love to move out.

## We'd love to pay less rent.

## We'd love to reduce our rates.

## We'd love to eat in cheaper restaurants.

## We'd love to pay less for staff.

## We'd love to be able to walk to work.

## We'd love to pay less for houses.

## In fact, there's only one thing stopping us.

## You.

Until you leave London, we can't.

**LOB**

The Location of Offices Bureau.  
A free service for London companies.  
27 Chancery Lane, London WC2A 1NS. Tel: 405 2021.



# COMPANY NEWS + COMMENT

## Advance Laundries tops £11m. midway

FOLLOWING OPTIMISTIC indications about the current year, given by the chairman in his annual statement, Advance Laundries has come up with a jump from £515,251 to £1,277,337 in the group pre-tax profit for the first six months of 1975.

The favourable comparison arises chiefly by reason of the adverse effect on the first half of 1974 of the three-week strike worked by many of the group's customers and unavoidable delays in obtaining approval for price increases.

Providing for tax and minorities the attributable balance emerged at £414,677 compared with £185,930 and stated earnings per 10p share were up from 0.60p to 1.31p.

The interim dividend is 0.3p (0.25p) net for 1974. A total of 1,378,850 was paid from profits of £1,680,000. Advance is a member of the British Electric Traction Group.

	1974-75	1973-74
Turnover	1,680,000	1,215,000
Profit before tax	1,277,337	515,251
Taxation	(414,677)	(185,930)
Net profit	862,660	329,321
Minorities	(10,000)	(10,000)
Attributable	852,660	319,321
Ordinary	852,660	319,321

### comment

Advances reckons that the three-day week last year cost it anything up to £9m. in lost profit, but even adding this figure back to the 1974 interim outcome leaves trading in the first six months well ahead. A strong performance by the group's two new developments (Airmaster and Dustmaster) helped, but growth on the commercial side also contributed. Industry apparently is finding that it cannot do without its cleaning services, as the buoyant turnover figure demonstrates. The group's sea ventures are still not washing their faces, and there is a heavy wage claim scheduled for settlement in December which could affect margins—profit costs are high at around 40 per cent. of sales. But profits maintained at the level of the first six months look a reasonable prognostication for the current half, and at 1.51p, the prospective yield is 15.2 per cent.

## Downturn at Burns Anderson

TAXABLE PROFITS of Burns Anderson, the industrial and property development group, showed a reduction from £519,856 to £321,830 in the year ended June 30, 1975, following a fall from £319,859 to £224,500 in the first six months.

The directors point out that the results are strictly before taking credit for the surplus of £263,323 arising on the purchase and subsequent cancellation of loan stock. Earnings per 10p share are stated to be down from 4.4p to 3.9p. The net dividend total is raised from 1.10p to 1.1825p, with a final of 0.86743p.

	1974-75	1973-74
Turnover	10,316,791	9,731,329
Profit before tax	524,530	522,406
Taxation	(202,700)	(170,550)
Attributable	321,830	351,856
Dividends	58,221	60,747

Land and property assets have been turned into cash which has been used to reduce short term borrowings by over £1m. and long term borrowings by almost £2m. The directors state.

Assets per share are shown at 33.9p compared with 25.8p.

## DAEJAN HOLDINGS LIMITED

Financial Year ended 31st March, 1975  
Extracts from Report and Accounts  
and the Statement by the Chairman,  
Mr. L. L. Tobin

● Your Company is in the fortunate position of having a very large portfolio of houses and flats in the medium to lower price range and sales of these units have continued steadily. Subject to mortgages remaining available I anticipate an increase in the number of such sales next year.

● There have been signs that there is an awakened interest in commercial investments from institutional and other buyers and in the opinion of your Board there has been no loss of value during the last year in the Company's holding of such investments.

● We can be quietly confident for the future.

Copies of the Company's full Report and Accounts can be obtained from: The Secretary, Daejan Holdings Limited, Freshwater House, 162 Shaftesbury Avenue, London, WC2H 8HR

“The Irish food industry is on the crest of a wave of expansion...and there is plenty of room for overseas food interests to expand with it through mutual co-operation and the assistance of the IDA...In the twelve months ended March 31st, 1974 the IDA approved grants of close on £9 million towards capital investment of more than £25 million in what might loosely be called the Irish Agri-Industry”

Food Trade Review February 1975

GET THE GOOD NEWS FROM THE REPUBLIC OF IRELAND

IDA IRELAND 28 BRUTON STREET LONDON W1X 7DB 01-629 4214 or 499 6155

### INDEX TO COMPANY HIGHLIGHTS

Company	Page	Col.	Company	Page	Col.
Advance Laundries	20	1	Midland Bank	22	7
Amber Day	22	4	Montagu (S)	20	5
Amex-RIB	20	7	Queen St. Warehouse	20	7
Anchor Chemical	22	3	Radiant Metal	22	8
Australian Agricultural	20	4	Ready Mixed	22	1
Beckman (A.)	20	5	Scottish & Continental	20	3
Burns Anderson	20	1	Scottish Northern	20	3
Campari	20	2	Stater Walker	22	5
Gardner (L.)	22	8	Startrite Engineering	20	4
General Engineering	20	5	Totalisator & G'sound	22	6
Harley Industrial	22	7	Trizec	22	2
HTV	22	6	Truscon	20	4
Issue News	22	3	Unit Trusts	22	3
Kwikform	22	16	Vickers da Costa	22	4
Lowe & Brydson	22	7	Wearwell	22	3

## Campari well off target

GROUP PROFIT, before tax, of leisure group Campari, decreased to £183,785 for the year to May 31, 1975, compared with a forecast of £200,000. Turnover rose from £5.92m. to £6.44m.

The forecast was made last March when reporting first half profit down from £226,285 to £173,765.

Stated earnings per 10p share for the year contracted from 8.5p to 8.25p. A final dividend of 0.345p lifts the net total from 1.09p to a maximum permitted 1.149p.

On the current year the chairman, Mr. G. K. Benscher, says the company is continuing to expand operations on the Continent where the leisure market is buoyant. Current and forward order books are at a record level, and group turnover for the first four months is well up.

The tendency is towards more economically priced camping holidays. Given the current tax restrictions or other impositions, our confidence in the long-term future of the leisure industry is as high as ever, he declares.

U.K. bank and stock prices have each been depressed by approximately 24 per cent. At the time of the March interim statement, order books were at record levels and historically, clients tend at that time, Mr. Benscher says he “had no reason” to doubt that figures for the year would be satisfactory.

However, the increased VAT rate of 25 per cent on inflatable boats, not only brought U.K. sales of the marine division to a standstill, but also caused a very large number of cancellations from marine outfits, the chairman explains. Production of inflatable craft was brought to an immediate temporary stop, and manufacturing resources diverted to other leisure products.

Due to this action, turnover increased, thus maintaining a satisfactory cash flow and liquidity position, but the change of direction resulted in a “dramatic” pressure on margins

up to the end of the financial year. As a result of deferment of tax on stock appreciation, an additional charge arises in respect of previous years, as the original liabilities were provided at tax rates then ruling whereas the present corporation tax rate is higher.

### comment

The market must be getting used to disappointment from Campari. A year ago second-half profit ability had been damaged by hold-ups in opening warehouse facilities in Holland, and this time round second-half profits have been all but wiped out nullifying the interim forecast. By far the hardest blow was the VAT on inflatable boats—the high margin sales area where Campari dominated the market. Orders fell away overnight and the second half profit dropped a mere £10,000 profit. However, since the year-end turnover has evidently increased at a fast pace, mostly due to buyers coming back after digesting the VAT increase, but this is a short-term feature and the group is understandably fighting shy of forecasting again, especially as import controls may become more than just a worry.

It is not surprising to accept that Campari has fallen victim of an unfortunate chain of events it may be worth holding on for the next set of figures. Meanwhile, the shares, down 3p yesterday to 20p, yield 8.5 per cent., and the group remains highly geared.

## Scottish & Continental Investment

Net revenue available for ordinary holders of Scottish & Continental Investment amounted to £162,847 in the year ended August 31, 1975, compared with £167,999 for 1974-75, giving stated earnings per 25 p share of 1.09p and 1.12p. The dividend is unchanged at 1p per share.

	1974-75	1973-74
Revenue	290,893	419,435
Taxation	(127,146)	(151,436)
Profit before tax	163,747	267,999
Taxation	(1,142)	(1,142)
Net profit	162,605	266,857
Dividends	162,847	167,999

U.K. tax (25.000) less £5,300 from tax equalisation (200 to tax concession), overseas tax dividends £52,843 (£28,684) and adjustments previous year £71,582 (£28,684).

Due to this action, turnover increased, thus maintaining a satisfactory cash flow and liquidity position, but the change of direction resulted in a “dramatic” pressure on margins

## Scottish Northern

Gross revenue of Scottish Northern Investment Trust came to £870,530 for the six months to August 5, 1975, and net revenue after tax was £390,327. Last year's first half figures were £1,143,923 and £404,432 respectively.

However, the chairman, Mr. R. J. Fleming, points out that revenue and interest figures for the half-year are not strictly comparable, due to repayment of November, 1974, of the multi-currency loan.

Arrangements have been made to enter into a reciprocal sterling/dollar loan. The company will lead £2m. to a major U.S. company for a ten-year period and will borrow an equivalent amount in dollars for the same period. The loan will provide additional flexibility in financing the substantial North American investment portfolio.

	Six months 1975	1974
Gross revenue	870,530	1,143,923
Franked	307,085	404,432
General expenses	(66,400)	(67,707)
Interest	(240,000)	(240,000)
Taxation	(183,911)	(175,389)
Net revenue	360,114	457,237
Preference dividend	(16,300)	(16,300)
Ordinary	343,814	440,937
Surplus revenue	(4,441)	(8,777)

It is intended to declare a final dividend of not less than 1.5p net of last year. An interim of 0.8125p net (0.8375p) has already been paid. Net revenue for 1974-75 was £714,426. To meet the spread of payments from 1975 onwards the

interim will be payable on November 5 instead of September 5. Net asset value per 25p share is shown as 70p (£8,73p at February 5, 1975), including the full dollar premium and after deducting the prior capital at par. Values have been adjusted for investment currency premium payable on the net shortfall on the foreign currency loan repaid November 29, 1974.

## Startrite up by £117,000

THE SIGNIFICANT profit increase looked for by the directors of Startrite Engineering Group in April, turns out to be from £257,000 to a record £374,554 for the year ended June 30, 1975, after a rise of £54,000 to £172,700 at half-way.

Earnings per 20p share are stated to be up from 8.5p to 11.335p and the dividend is raised from 2.65p to 2.8375p net, with a final of 1.8915p.

The directors report that although there is a possibility of drawing up the 1975/76 budgets it has been assumed that there would be no return in business until next autumn, so that some drop in profits for 1975/76 is indicated.

However, with a positive cash flow continuing to the end of December 1975 they anticipate no financial difficulties. Turnover of the group—manufacturers and distributors of machinery for the wood, plastics and metal working industries—improved from £2,518,700 to £3,180,300. After tax—including a substantial transfer of £204,177 (£128,354), the net profit emerged at £170,067, compared with £127,618.

### comment

A consistent growth trend throughout the year has left Startrite with a 45 per cent. pre-tax gain. Concentrating on the smaller machines has left Startrite somewhat immune to the recession which is now apparent in the industry. However, some tail-off was seen in orders from both the U.S. and the home market in the last quarter and the company was left to feed on the substantial order book. This has now been exhausted and a significant drop in sales is on the cards for the first half of 1975-76 with some possible late recovery. Earnings are bound to be down, but this leaves the shares at 40p facing a rather steep period, though the yield of 11.4 per cent. is covered four times.

## Truscon indicates £140,000

BUILDING CONTRACTORS and developers, Truscon incurred a trading loss of £19,729, against a profit of £120,553, for the first half of 1975. But a profit of £97,764 on the sale of Cooling leaves a profit of £78,035.

No provision has been made for capital gains tax on the Cooling sale profit, because capital losses are available to offset this liability. Provided no further provisions have to be made this year for contingent liabilities it is anticipated that an overall pre-tax profit for the year, compared with £104,639 for 1974, will be 1.025p net.

Since July further claims have been made against the construction subsidiary on contracts completed some time ago, against which provisions have been made in the half yearly accounts.

These claims, together with an under-recovery of overheads, have resulted in a loss in the construction company which absorbed all the income from interest rents receivable, of the parent.

	Half year 1975	1974
Turnover	166,728	138,723
Trading loss	(19,729)	(120,553)
Profit	120,553	120,553
Taxation	(22,789)	(22,789)
Net profit	97,764	97,764

Malra Investments is the ultimate holding company.

## Australian Agric. loss forecast

ALTHOUGH SUBSTANTIAL reductions have been achieved in the operating costs of Australian Agricultural Company, the directors state that at current prices they would anticipate a loss for 1975 would show a “loss” before tax and extra-ordinary items, “slightly greater” than the deficit of £365,332 reported for the previous 14 months.

During the first half of 1975 beef cattle markets have continued to be “very depressed” and group results for that period reveal a pre-tax loss of £362,652 compared with a deficit of £386,275 for the six months ended April 30, 1974.

Members are told that recently there has been some easing of import restrictions by Japan and the U.S. resulting in a useful increase in Australian prices, but the world market still appears to be oversupplied.

Seasonal conditions and crop prospects are satisfactory on all of the group's stations, the directors report.

There is no interim dividend for the previous 14 months an interim and only payment of 0.71875p net was made.

The company has now received permission to transfer its tax liability and will be sending preliminary statements explaining proposals for the enlargement of the company and its U.K. subsidiaries.

## Beckman expands to £1½m.

THE FURTHER profit rise forecasted by the directors of A. Beckman & Co., turns out to be from £1,311m. to a record £1,521m. for the year ended June 30, 1975. At half-way an advance from £602,397 to £573,923 was reported.

Stated earnings per 10p share are up from £22p to £23p for the year.

The dividend is increased by the maximum permitted from 4.415p to £7.118p net—with a final of 3.2115p. In addition it is proposed to make a scrip issue of one-for-ten.

	1974-75	1973-74
Turnover	1,521,000	1,311,000
Profit before tax	1,521,000	1,311,000
Taxation	(1,000)	(1,000)
Net profit	1,520,000	1,310,000
Dividends	1,521,000	1,311,000

### comment

Beckman is a rare beneficiary of the downward textile cycle. As raw material prices fall, it can quickly cut its selling prices, because of the short production pipeline, and this pushes up volume. So a sales gain of a fifth in 1974-75 translates to a volume advance of a quarter, with teenage fashion one of the most buoyant markets around at present.

Beckman's critical trading ratios are still intact, too. Debtors are running at 35 days' settlement and creditors are paid every seven days. Because working capital requirements are stable, profits are moving straight through to cash deposits, and these have duly risen this year to £1.2m, or 15p a share. Ironically, finding an investment outlet for the cash is more difficult, because horizontal moves can breed “personality” headaches, and vertical integration might affect manoeuvrability. At 59p, the yield is 12.8 per cent.

He reported that turnover for the half year ended September 30, 1975, was well up both in volume and value, and pre-tax profits for that period were expected to be about the same as the £330,000 earned for the whole of 1974.

As regards the second half, orders band were £1m. ahead of those a year ago, and the group expected to achieve its sales target. Mr. Ogden said he expected profits for that period to be at least equal to those of the first six months.

## S. Montagu-Banque de Bruxelles

Samuel Montagu, the London merchant bank, has sold its 40 per cent. stake in Banque de Bruxelles Drayton, a joint international banking business in London, to its partner Banque Bruxelles Lambert.

The agreement follows recent changes in the two partners in the venture. Banque de Bruxelles Drayton was set up jointly last year by Drayton Group and the Belgian bank to operate in international merchant banking. Drayton put up 40 per cent. of the £2m capital, and it is understood that the new deal involves simply swapping the shareholding back.

Drayton has been bought by Midland Bank and integrated with Samuel Montagu, while Banque de Bruxelles has this year merged with Banque Lambert to form Banque Bruxelles Lambert.

### DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corr. of spending	Total for year	Total last year
Advance Laundries	0.3	Jan. 2	0.23	1.38	1.38
Alfred "Income"	2	Nov. 28	2	6.38	6.38
Anchor Chemical	1.49	Nov. 15	1.54	3.41	3.41
Anchor Agricultural	Nil	Nov. 15	0.78	0.78	0.78
A. Beckman	3.21	Nov. 27	3.02	4.71	4.42
Burns Anderson	0.87	Nov. 7	0.79	1.11	1.11
Campari	0.35	Nov. 2	0.25	1.15	1.09
L. Gardner & Sons	2	Nov. 7	2	5	5
Harley Trust	2(b)	Nov. 15	15(c)	15	15
Hidong Estate	12(b)	Nov. 20	8.7	2.9	13.9
Lydenburg Platinum	2.6(d)	Nov. 20	2.2	(a)	2.4
Ready Mixed Concrete	1.9	Dec. 4	1	1	1
Scott & Continental Inv.	1	Nov. 23	1.52	2.54	2.55
Startrite Engg.	1.59	Nov. 23	1.52	2.54	2.55

Dividends shown pence per share net except where otherwise stated. (a) On capital increased by rights and/or acquisition issues. (b) Maintained total foreshadowed. (c) Gross throughout. (d) Net 10.05 per cent. (e) For 18 months.

## Upsurge at Baldwin & Francis

ON TURNOVER up from £4.37m. to £5.51m. profits, before tax, of Baldwin & Francis (Holdings), manufacturers and repairers of switch gear and motor control gear, were more than double from £402,058 to £827,559 in the year ended January 31, 1975.

Earnings per £1 share are stated to be up from 26.41p to 66.66p. The dividend of this unquoted close company is stepped up from 7p to 10p.

The directors state that demand has generally remained firm and production has in certain areas been expanded to meet the level of demand. The current economic situation, however, renders it impossible to forecast profit ability for the current year with any accuracy.

Providing for tax of £432,898 (£208,417), the 1974-75 net profit emerges at £394,661 compared with £193,641.

## THE MESSINA (TRANSVAAL) DEVELOPMENT COMPANY LIMITED

(Incorporated in the Republic of South Africa)

On 27 August 1975 Members were advised that a scheme of arrangement (“the Scheme”) would be proposed in accordance with the Comp. Act No. 61, 1973 as amended between Datsun-Nissan Investment Company Limited and its Members other than Messina and the holders of the p paid shares (“the Scheme Members”), the effect of which would be Datsun's fully paid share capital would become wholly owned by Mes Messina currently owns 72.53 per cent of Datsun's issued fully paid capital.

The relevant scheme documents will contain information relating to Messina particularly the following statement in regard to your Direct estimate of profits and dividends for the year ended 30 September 1975.

“The Directors of Messina expect that earnings attributable to Mem for the year ended 30 September 1975 will be approximately R7.1 m. or 65 cents per share—based on the existing share capital.

“Based on the profit estimate, the Directors of Messina intend to recommend a final dividend of not less than 20 cents per existing issued fully paid Messina share, resulting in a total dividend of not less 35 cents for the year ended 30 September 1975.”

A circular will be posted to Members tomorrow.

By Order of the Board  
The Messina (Transvaal) Development Co.  
R. M. Gargan,  
Secretary.

Johannesburg, 2 October 1975.

## JONES STROUL (HOLDINGS) LIMITED

Manufacturers of Fabrics, Accessories and Materials for the Textile and Electrical Industries

## CONTINUED GROWTH

Mr. Philip L. Jones, Chairman, reports that record profits were achieved for the eighth successive year. Features of the report for the year ended 31st March 1975 were:

**RECORD PROFITS**  
Pre-tax profits increased 13% to £2,071,846—achieved against a background of economic uncertainty and growing inflationary pressures.

**MAXIMUM DIVIDENDS**  
The maximum permissible increase in dividend is recommended.

**ACQUISITION**  
In July 1975 the whole of the share capital of the J. Beam Group, manufacturers of television and specialist aerials, was acquired for cash.

### PROSPECTS

The textile and electrical industries which we are heavily involved have severely hit by the recession. While we are doing our utmost to mitigate its effects for the first half of the year less than those for the same period year and it is unlikely there will be improvement in the second six months.

### SUMMARY OF RESULTS

	1975	19
--	------	----



هكذا من الأصل



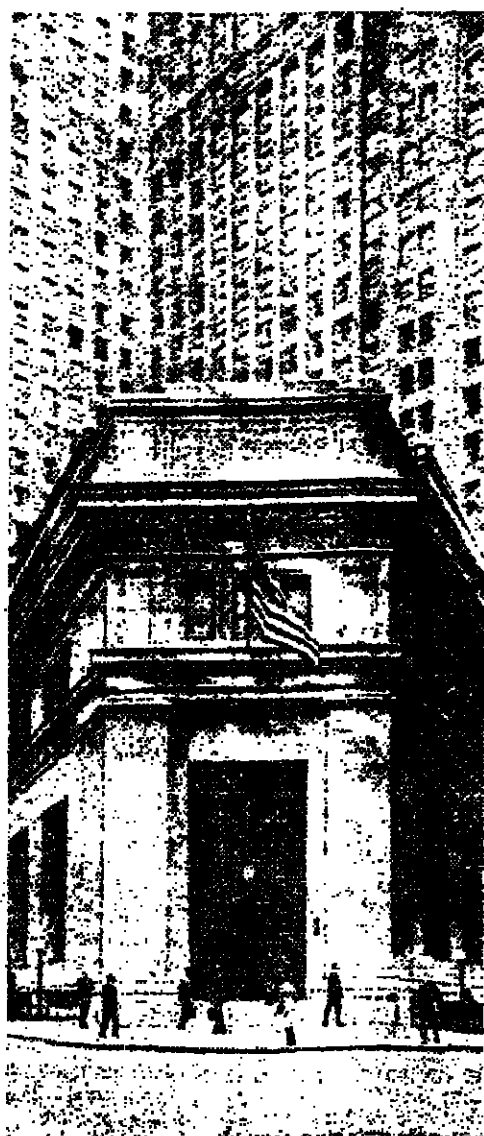
Shown in Morgan's New York headquarters, Senior Vice President Dennis Weatherstone (centre) heads Foreign Exchange and Euro-currency Trading. Vice President Robert Van Ruten (right) is chief foreign exchange trader in New York, Assistant Vice President Nancy Shaw runs the Euro desk.

## For foreign exchange service by a major market-maker, consider Morgan Guaranty

Companies doing business internationally need first-class foreign exchange service to help them manage their currency exposure around the world. Whether it's profits from sales or income from investments, protecting your overseas earnings can be as important as making them in the first place. For this you need a bank with the financial resources and the skills to be a market-maker in all the important currencies.

Morgan Guaranty makes markets. In New York or ten other cities around the world our foreign exchange specialists are trading somewhere virtually round the clock — from the opening in London to the close in Tokyo. These experts know money conditions and exchange regulations in more than a hundred countries. As major buyers and sellers they can spot trends and alert customers to fast-moving market developments. Because they understand your exchange problems, they can relate your needs to what is happening in the markets.

In foreign exchange, timing is crucial. That's why we have our own intercontinental telephone hotline that keeps our traders everywhere in touch with all the markets. For example, our New York traders start talking



to key European centres like London, Paris, Frankfurt, Zurich, Milan at 5 a.m.

Our foreign exchange specialists do more than trade currencies. They advise you on the arbitrage opportunities offered by investment in local money markets or the Euro-market. Using information that is updated continuously by computer and displayed on individual video screens, they can put your funds to work with the combination of risk and return that suits your needs.

This is part of the complete international banking service provided by Morgan Guaranty, one of the world's most active banks in foreign exchange. If your company needs this kind of service, consider Morgan Guaranty. You'll be in good company.

MORGAN GUARANTY TRUST COMPANY, 23 Wall Street, New York, N. Y. 10015; in London: 33 Lombard Street, E.C. 3; 31 Berkeley Square, W.1 • OTHER BANKING OFFICES: Paris, Brussels, Antwerp, Frankfurt, Düsseldorf, Munich, Zurich, Milan and Rome (Banca Morgan Vonwiller), Tokyo, Singapore, Nassau • REPRESENTATIVE OFFICES: Madrid, Beirut, Sydney, Hong Kong, Manila, São Paulo, Caracas • INTERNATIONAL BANKING SUBSIDIARIES: San Francisco, Houston • Incorporated with limited liability in the U.S.A.

**Morgan Guaranty - the corporate bank**



# RMC forecasts at least maintained dividend

FROM A turnover \$25.1m. ahead at \$196.97m. taxable profits of Ready Mixed Concrete showed a decline of £408,000 to £4.1m. in the first half of 1975, compared with the same 1974 period.

The turnover increase is attributed to the effects of price inflation and to changes in exchange rates. Losses incurred in certain overseas subsidiaries resulted in a high tax charge, and earnings before extraordinary items fell from £3.1m. to £1.5m.

First half earnings per 25p share are stated at 2.4p against 3.6p basic and at 2.4p against 3.4p fully diluted.

The interim dividend is lowered from 2.2p to 1.8p net, but unless there is a further deterioration in trading conditions, the directors intend to propose a final of at least 1.8p thus maintaining the year's total at 3.4p.

Chairman Mr. J. Camden explains that during the period demand throughout most areas of the group's operations showed a further sharp decline against the corresponding 1974 period.

However, the steps already taken to adapt the business to the lower volumes now prevailing have minimised the fall in profits at the operating and pre-tax levels.

Limited retentive steps have been taken by some Governments, the chairman points out, but these have yet to show any signs of being concentrated upon maximising the return from the level of business currently available.

	1975	1974
Turnover	£25,100	£19,697
U.K.	10,248	8,823
U.S.	5,232	3,419
Others	9,620	7,455
Operating profit	7,534	6,217
U.K.	3,130	2,492
U.S.	1,845	1,114
Others	2,559	2,611
Depreciation	8,945	9,114
Share assets	100	100
Interest charges	3,302	3,282
Profit on disposals	2,387	2,268
Profit before tax	4,356	4,554
Group tax	2,857	2,657
Net profit	1,499	1,897
Minorities	88	93
Extraordinary items	1,551	1,551
Loss		

See Lex

## BOARD MEETINGS

The following companies have notified dates of Board meetings in the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available whether dividends considered are interim or final and the sub-dividend shown below is based mainly on last year's dividend.

**TO-DAY**  
Interim—Anglo-Spring Boatbuilding Group, Cadbury Schweppes, Alfred Crompton, George Wimpey, Woodhouse and Sons, Morgan Crucible, T.P.T., Thomson Organisation, Warner Wright and Rowland.  
Final—Aurora, Capenhurst, S. Cadet, Cape Albion International, EMI, Ferry Picketing, Kimmings, Tin, Lake and Sales, M.T. Warhousing.

## FUTURE DATES

Dale Electric	Oct.
General Scottish Trust	Oct.
Glaxo (W. and J.)	Oct.
Hill (Charles of Bristol)	Oct.
Provident Life Assoc. of London	Oct.
Sharma Ware	Oct.
Sheepskin	Oct.
Sherston Hunter	Oct.
Silentsmith	Oct.
Finale:-	
Anglo-Continental Invest. Finance	Oct.
Argyle Securities	Oct.
Change Wares	Oct.
Halstead (James)	Oct.
Johnson and Firth Brown	Oct.
Maldenhead Investments	Oct.
Williams Hudson	Oct.

## Earnings down at Trizec

Gross revenue of Trizec Corporation of Canada increased from \$101.7m. to \$124.1m. in the first nine months of 1975 but net earnings (before special gains) showed a reduction from \$4.6m. to \$2.1m.

Costs down from operations amounted to \$17.4m. compared with \$16.6m.

It is reported from Montreal that Trizec South has acquired a 30-storey tower in the Pantheon Centre, Atlanta. Trizec has opened a new shopping centre at Winnipeg, additions at Dartmouth and Halifax shopping centres have been opened in the maritimes and a major expansion of a Calgary shopping mall is planned. City centre developments in

## Setback at Anchor Chemical

FOLLOWING THE warning at the annual meeting of "extremely difficult trading conditions" Anchor Chemical now reports a turnaround from a profit of £245,307 to a loss of £18,651 in the first half of 1975.

Chairman Lord Hewlett explains that the persistent fall-off in demand caused by the worldwide recession and heavy de-stocking has been the characteristic trading feature of this period.

Stringent measures taken to reduce heavily increased costs are commencing to show effect, so that the group has ceased to be in a loss-making situation, and given only a modest return in demand the result for the second half should show improvement, he tells members.

The group has not lost customers and now that the worst effect of de-stocking has already been sustained the chairman is confident that the sophisticated chemical plant being installed, some of which is now coming on stream, will assist the group to get up to a satisfactory level of profit in 1976.

The conservative dividend policy followed by the group, and the fact that the results to date are wholly untypical allow an interim dividend of 1.40p per 25p share to be declared. For 1974 a total of 3.40p was paid from profits of £387,000.

Exports drive by Wearwell  
Mr. A. Nadir, chairman of clothing manufacturer Wearwell, said at the annual meeting that the company was now having to look to new markets and was chasing exports through associates in Norway, Holland, Germany and France.

Two cash acquisitions had exchanged liquidity for property and working capital and inflation caused the company consciously to buy in larger quantities of raw materials than had been the custom.

The present year was one in which the company was concentrating management efforts into improving margins and rebuilding liquidity.

UNIT TRUSTS  
Triad Investment Plan launched by AMEV

A new savings plan, the Triad Investment Plan, has been launched by AMEV Life Assurance, the U.K. subsidiary of one of Holland's major insurance and financial groups.

The plan is basically unit-linked with contributions invested in the Triad Managed Fund. Its special savings feature normally begins five years before the plan matures, when a fixed proportion of the Fund units allocated are transferred each subsequent year into a cash deposit fund guaranteed not to drop in value.

It has been designed for those who can afford to save a modest amount each month or year (minimum annual premium £50) and optional extra benefits can be used to give increased protection at an economic cost. Benefits become payable at the age of 65 or on earlier death. However, the plan may be cashed in at any time after the first two years. In addition, it contains attractive options and a wide range of additional benefits.

WESTMINSTER GROWTH BOND  
The City of Westminster Assurance Co. has issued £500,000 of guaranteed growth bonds, available for a choice of investment periods between 5 and 15 years and giving an annual compound growth of 8 1/2 per cent. net to the rate of taxation. The minimum investment is £500. Life assurance cover is included.

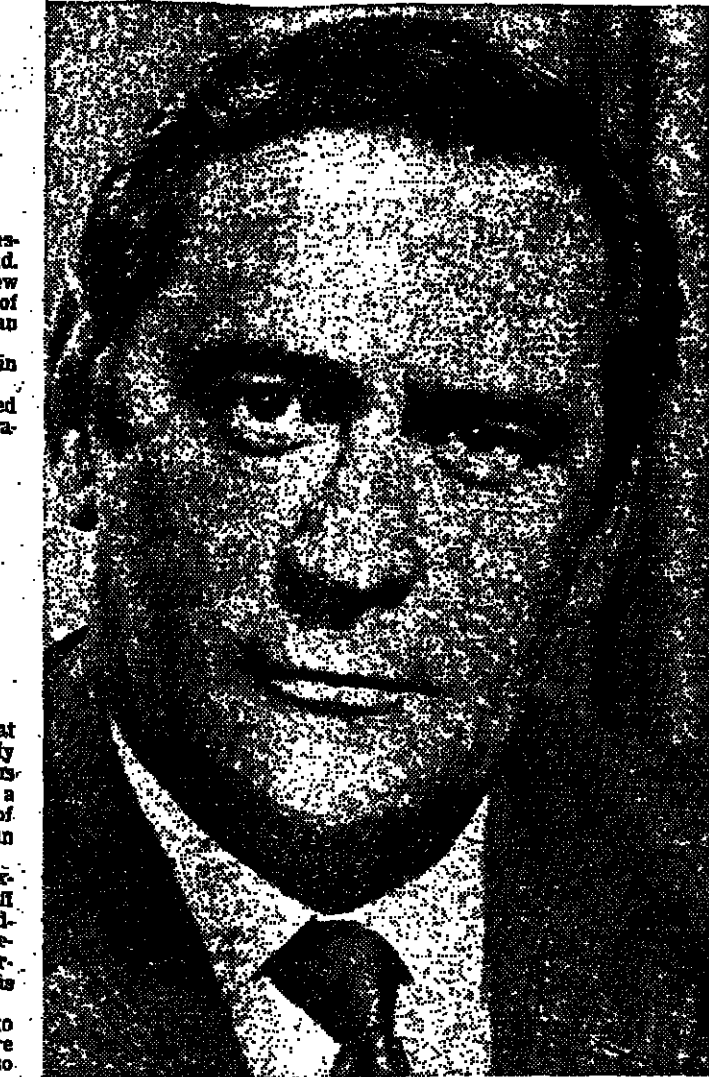
M & G ISLAND  
The final distribution on Income Units of the M & G Island Trust, the accounting period to September 23, 1975, will be 2.1p net per unit equivalent to a gross payment in Guernsey of £2.65p, payable November 15 and comparing with 1.5p last year. Total distribution for the period amounts to 3p net per unit, compared with 2.4p.

RADIO KENNET  
Standard Industrial Trust announces that the application list for the issue of Radio Kenet of 220,000 Ordinary shares of £1 at par closed at midday yesterday, fully subscribed. Lord Douro, deputy chairman, said, "We have now raised the necessary finance to set up the new Radio Station for Reading and the Thames Valley."

BOWATER  
An introduction of Bowater Corporation's ordinary shares on the Frankfurt Bourse from tomorrow has been arranged by Deutsche Bank AG. The quote was delayed from the originally planned date in September last year as Bowater said it wanted to base the quote on better results than those recorded for 1974.

LEE VALLEY  
The Lee Valley Water offer for sale by tender of £1m. 9 per cent. Redeemable Preference stock 1980 at a minimum price of 98p per cent. attracted applications for £2,870,000 stock.

The average price obtained was 98.72 and there was a partial allotment at 98.61 to existing holders. Tenderers ranged from a minimum of £98 to £100.



John Camden, chairman of Ready Mixed Concrete.

## Good start to year by Amber Day

CLOTHING manufacturers and retailers for Amber Day Holdings, has started the current year well, with improved sales and a good order book, reports the chairman, Mr. R. Metzger.

Liquidity is strong and, barring any further marked deterioration in the economy, he feels confident that "further progress will be shown this year."

As reported on September 11, group pre-tax profit increased from £71,027 to £98,348 in the year to April 30, 1975, and the dividend is 1.375p (1.25p) net per share.

The group successfully completed and consolidated its post merger expansion programme, which involved an outlay of £1.83m. of which £1.1m. was financed from own resources.

Negotiations have been concluded for the sale and leaseback of two short leasehold properties which will improve the relative charge by the reduction of the amortisation charges, and thereby net earnings per share. The moves are further reflected in the group's increased liquidity, enabling the directors to consider "substantial acquisitions."

Turnover of the manufacturing division increased satisfactorily, and in the latter part of the year it substantially expanded

operations in order to meet an increased demand from Marks and Spencer. Mr. Metzger emphasises that production is confined almost exclusively to the major mail order companies and to leading multiple chain stores.

The retail division also had a successful year, and to allow for further expansion acquired new warehouse, office and distribution facilities. In addition, improvements were made to five main stores, the benefit of which is being reflected in current trading. Meeting, The Grosvenor Hotel, W, October 28 at noon.

SWS loans cancelled  
Slater Walker Securities announces that the offers relating to the £7.2m. 9 1/2 per cent. unsecured loan stock 1981/86 and the £1.2m. 9 1/2 per cent. unsecured loan stock 1981/86, have now closed. Totals of £4.4m. (55.93 per cent.) of the 9 1/2 per cent. Stock and £3.23m. (57.75 per cent.) of the 9 per cent. Stock have been cancelled.

In consideration of £8.5m. of 17 1/2 per cent. unsecured loan stock 1985 and 494,081 new Ordinary shares have been or will be issued and £94,215 has been or will be paid in cash.

As announced on August 13, the schemes relating to the 9 1/2 per cent. unsecured loan stock 1985 and the 9 1/2 per cent. unsecured loan stock 1981/86 became effective on that date. Under both the schemes and the offers, therefore, a total of £11.9m. of 17 1/2 per cent. Stock 1985 and 1,157,761 new Ordinary shares have been or will be issued and £708,902 has been or will be paid in cash.

EXPORTS UP AT MENTMORE  
Export sales of Mentmore Manufacturing increased from £327,555 to £502,388 in the half year to July 31, 1975.

INTERIM STATEMENTS  
ESTATES AND GENERAL INVESTMENTS LIMITED  
Announcement of Unaudited Group Results for the Half Year ended 30th June 1975

to September 29, 1975, will be 2.1p net per unit equivalent to a gross payment in Guernsey of £26.5p, payable November 15 and comparing with 1.5p last year.

The directors have also approved accounts for the period ending September 29, 1975, compared with 2.5p.

The above figures make no provision for the proposed merger with County. The Directors have declared a stock in respect of the year ended September 29, 1975, of 0.27 pence per share amounting to £26.5p and a further 0.27 pence per share amounting to £26.5p and a further 0.27 pence per share amounting to £26.5p and a further 0.27 pence per share amounting to £26.5p.

The above figures make no provision for expenses relating to the proposed merger with County & Suburban Holdings Ltd. The Directors have declared an interim Dividend of 0.5 pence per stock unit amounting to £48,623 which together with a tax credit of 0.27 pence per share amounts to £74,804. This compares with an Interim Dividend for the previous year of 0.7 pence per stock unit amounting to £68,072 which together with a tax credit totalled £101,600.

The dividend will be paid on 5th January 1976 to ordinary stockholders on the register at the close of business on 28th November 1975.

C.H. JOHNSON & SONS LTD.  
(Subsidiary of J.W.I. Ltd., Montreal, Canada)  
INTERIM REPORT

	First 6 months 1975 (unaudited)	First 6 months 1974 (unaudited)
Turnover	£1,571,979	£1,409,045
Net Profit before Tax (Depreciation charged: £83,843—1975; £44,188—1974)	42,000	212,000
Corporation Tax—52%	22,000	110,000
Net Profit after Tax	20,000	102,000
Earnings per Share	1.0p	5.1p
Fully Diluted Earnings per Share	0.6p	

Note—  
Based on 3,463,540 Ordinary Shares including the J.W.I. Ltd. option of converting Debenture Stock held at 28th June 1975, of £439,082 at 30p per Share.

At the AGM in June the Chairman made a verbal statement supplementary to that published in the accounts. Citing the unexpectedly worsening slump in paper mill activity both at home and abroad, and referring to the effect on margins of the unusual costs associated with the financing, installation and commissioning of the Company's newly acquired equipment, he forewarned that it was already then apparent that there was no justification for an interim dividend.

In light of the severely depressed earnings reported above the Directors confirm that no interim dividend will be paid this year.

# Kwikform looking for overseas growth

MR. F. MALCOLM RUSSELL, chairman and managing director, told the annual meeting of Kwikform (scaffolding systems) that the effects of "one of the worst recessions in the history of the construction industry" had shown up in the falling off of sales orders in the home market, and it was not possible to forecast any chance of this picking up at least until some time later in 1976.

However, Mr. Russell believed that quite a proportion of the shortfall on home sales could be made good through interests in the hire (or rental) side of the business and overseas activities.

Export sales last year increased by 71 per cent. over the previous year to a record £1,894,099 and the directors were expecting a further increase.

Export turnover would undoubtedly represent a greater percentage of total turnover than hitherto, the chairman said, and he pointed out that with the present rate of exchange, export business provided a higher profit margin than home sales.

Mr. Russell added that the prospects for the Australian company were difficult to predict in the present climate of uncertainty there. Nevertheless, it enjoyed a high percentage of hire revenue to total turnover and, as a result, was less affected than sales in uncertain conditions.

The forecast for the subsidiary in Holland, Kwikform B.V., showed considerable advancement in the current year.

Good turnover for hire had increased during the year by 10 per cent. and the chairman reported that the hire activity had continued at an increased level throughout the current year.

HTV hopes for some relief  
In his annual statement, the chairman of HTV, Lord Harlech, says he hopes the Government will relieve the industry in part at least of the "quite exceptional burdens now placed upon it."

The company has for long campaigned for a fourth channel in Wales. It would take at least two years to bring this service into operation. It would be expensive and all the money would have to come from public funds, states the chairman. While the need for such a development is as urgent as ever, he says, his concern is that the Government may decide at a time of economic stringency to postpone any decision.

As reported on September 19, pre-tax profits were £374,000 for the year to July 31, 1975, against £1,188,505 with £34,414, compared with £2,169,000 in the second half. The dividend is 4.25p (6.25p) net.

Lord Harlech points out that the balance sheet is now "very strong" and the asset value per 25p share standing at almost 50p. Meeting Bristol, on October 23, at noon.

Totalisators & Greyhound  
Totalisators and Greyhound Holdings' turnover, including Totalisators' retentions, for the half year to June 30, 1975, increased from £731,700 to £876,100, and pre-tax profit advanced to £107,400 from £107,400. Profit for the year 1974 was £290,755. Total attendances were 365,000.

RECENT ISSUES  
EQUITIES  
Stock

pre-tax profits were \$574,000 for the year to July 31, 1974, against \$547,000 for the year to July 31, 1973. The dividend is \$247,699, coming in the second half. The dividend is \$259,693 net.

Each points out that the balance sheet is now very strong with the asset value per share of 100¢.

Meeting Bristol, on October 23, 1974.

This latest move furthers the Group's policy of expanding its share base.

The chief executive of the new company will be Mr. Dennis Sherwood, who has represented the company since 1967. Additional management and staff will be recruited both from the U.K. and Canada.

out in recent years the company to its current level. And particularly in the year was the first time since 1967 that the company's earnings, although accumulated, surpassed prices.

on October 24 at 12



ING NEWS

# outh Africa holds ick less gold

NNETH MARSTON

FRICA again withheld a gold production from the market last week, but this time it was not the 100,000 oz. that it had withheld in the week ended September 29. The 100,000 oz. was withheld from the market last week, but this time it was not the 100,000 oz. that it had withheld in the week ended September 29. The 100,000 oz. was withheld from the market last week, but this time it was not the 100,000 oz. that it had withheld in the week ended September 29.

## Messina forecast

SOUTH AFRICA'S Messina (Transvaal) mining group expects that earnings for the year ended September 30, 1975, will be approximately R7.1m. (24m. £), or 65 cents (36p) per share. The group is expected to pay a final dividend of not less than 30 cents (15p) per share on the existing capital, making a minimum total of 35 cents (17p). In 1974-75, Messina made a net R18.5m. and paid a total dividend of 40 cents.

## O.K. TEDI SSIONS

BRITAIN'S Bill Proctor has further talks with Papua New Guinea in about two weeks' possible joint development of territorial waters. A PNG Government official has added that the two are still very much in early stage but that negotiations are acceptable.

## A DEAL IN BRUNSWICK

Sabina has exercised its option to acquire the nine-mile oil property in the north-east of New Brunswick, Canada. The deal is valued at \$20m.

## BIDS AND DEALS

### Anglo-Thai 'No' — to pay more

Anglo-Thai Corporation yesterday issued a firm rejection of the \$20m. takeover bid from its competitor Far East Trading Activities, Inc. (FETA).

## Aktiengesellschaft shafen am Rhein

Reference No. 515 100—

Notification of the sale of those shares which have been taken up following the increase in the company's capital in 1974.

Announcement in the Federal Journal No. 123 July, 1974, we called upon shareholders of the company to take up shares to a total value of 557,550.— resulting from the conversion of the company's bonds into nominal capital following the resolution at the Ordinary General Meeting on 2nd July, 1974.

Publication with Art. 214 Para. 2 AktG, one year after the publication of this announcement we are giving notification of the sale of those shares which have not been taken up, in a series of 3 appearing at intervals of not less than one month. The last notice must appear within 18 months of the original announcement.

Shareholders in possession of the outgoing coupons (dividend coupon No. 29) to which they are entitled as shareholders of the company, are requested to present them to the company's registered office, and thereby claim the bonus shares.

Shares resulting from the capital adjustment of the company, which are not claimed at the latest by the end of the year after the publication of this notice, will be for sale at the official stock exchange price to a broker, the proceeds being credited to the registered holder. The total of shares to be sold is those bonus shares held by the main agent, and fractions not allocated. If the registered holder is not known, the proceeds of the sale deposited with the District Court, Ludwigshafen am Rhein.

Ludwigshafen am Rhein, July 1975  
Board of Directors

SF

## £0.22m. by Vickers da Costa

IN THE year to April 24, 1975, the big London stock market, as measured by the FTSE 100, rose 1.2 per cent, representing a return of 1.2 per cent on capital employed of 22.37m.

This was achieved despite warnings by the chairman, Mr. Ralph Vickers, that "great efforts" would have to be made if any profit was to be shown at all, and also after £24,300 had been paid to the stock exchange compensation fund.

## S. AFRICAN COAL SUCCESS STORY

A small quoted company whose fortunes have been revolutionised by the higher coal price in South Africa is Newcastle-based S. African Coal, whose annual report discloses a lucrative contract with Shell Coal South Africa and the plans to expand output from the current 120,000 tons per year to 1.5m. tons, reports Mr. Johannes van der Merwe.

Mr. van der Merwe, who is chairman and managing director, says that the company's output is expected to increase to 1.5m. tons per year by 1977. The company's output is expected to increase to 1.5m. tons per year by 1977. The company's output is expected to increase to 1.5m. tons per year by 1977.

## ROUND-UP

Buffelstein's Mr. A. W. Schumann, says that although the outlook for uranium has improved, no substantial increase in profits can be expected in the short-term as much of the company's output is committed to contracts previously negotiated at "very low prices."

## SIEMSEN HUNTER

Siemens Hunter has entered into an agreement, subject to Bank of England approval, for the sale of 51 per cent of the company's interest in its wholly-owned tobacco leaf merchant subsidiary, Siemens Threshing and Co., to Standard Commercial Tobacco Company, of New York.

## State action case study

BY NICHOLAS LESLIE

THE HISTORY of the British scientific instruments industry over the last seven years provides a case study of State intervention, and the Government's role can hardly be regarded as a brilliant success.

For in backing the merger, announced yesterday, of Metals Research, a private company and Scientific and Medical Instruments, the Government is making a second attempt to put the scientific instruments industry on its feet.

The irony is that not only might it have done it more cheaply, but the whole idea of a full circle from the point in 1968 when the Government, through the Industrial Reorganisation Corporation, gave financial backing to the George Kent Group to ensure its takeover of Cambridge Instruments (now SMI) in the face of a counterbid by Rank Organisation.

It is clear that yesterday's announcement is not the end of the story.

Missing from the details of the merger was any reference to AEL Scientific Apparatus, a subsidiary of General Electric Company, which it is known the Metals Research directors are eager to take into the fold.

What has held up negotiations there is not entirely clear, but Mr. David Cole, managing director of AEL, admitting yesterday to being intensely sceptical in carrying out four-sided negotiations (with SMI, GEC and the Government) said: "The talks are dormant for the time being, but the position is not closed. Nothing will happen within six months."

The whole saga goes back to 1968, when the IRC for the first time used its funds to buy shares in the stock market, SMI. Its first approach was some

## 'Responsible investors needed'

By Michael Blanden

A MORE "responsible" attitude by stock market investors, and greater willingness by the banks to invest long-term, are required to improve Britain's level of industrial investment, it is said in a new book published today.

The book, by Professor J. M. Samuel, Dr. R. E. V. Groves and Mr. C. S. Goddard, provides new fuel for the arguments that the City has let industry down in the supply of finance and that lack of investment is one reason for the country's relatively poor economic growth.

The authors say that the level of investment over recent years "has been so much lower than that of our competitors that what happened to the other problems in British industry, we were bound to be among the poor relations in the EEC."

The economic climate created by successive governments, they argue, has not been conducive to a high level of investment in industry. But at the same time, the financial intermediaries that are responsible for channelling available funds into companies have not been prepared to invest long term in British industry.

"This has meant that British industry has needed to invest for short term profits," it is necessary to increase the amount of medium and long term loans available to industry, the authors argue, and while the recent expansion of the facilities of Finance for Industry is useful it goes only part of the way to solving the problem.

## Changes

The authors say that the situation could be improved by changes in the banking system and in the stock market. The capital market "does not seem in recent years to have been successful in allocating funds into the most productive investment opportunities."

They are critical of the stock market as involving "an over-developed secondary market which has nevertheless provided less new capital for industry than the German or French exchanges." In the U.K., in the past it has been more profitable to play games, buying and selling the shares of companies through the stock market, than to invest new capital in industry.

The situation would be improved if banks were prepared to accept a higher level of gearing in industry, and if they could gain access to longer term funds. "We would like to see the clearing banks engage in much more medium and long term lending to industry."

"Company Finance in Europe, published by the Institute of Chartered Accountants in England and Wales at 57.

## Finance houses urged to give more business details

BY MICHAEL BLANDEN

CONFIDENCE in the finance houses could be greatly improved by wider disclosure of the details of their business, says Mr. Ronald Barnes, vice-chairman of the Finance Houses Association and Director of Lombard North Central, the National Westminster Bank's finance house subsidiary.

Mr. Barnes writes in the latest issue of Credit, the FHA's quarterly review, that "financial commentators have in recent years failed to distinguish finance houses from other financial organisations in the 'second-hand' banking sector."

The right of a finance company to be properly regarded as a bank is not a property of the basic instalment credit business, which with

built-in repayment terms is regarded as basically sound, and the riskier lending involved in some aspects of the property market.

There is also a feeling that the Bank of England, which has recently set out its planned guidelines for supervising the operations of banks, should make a clearer distinction itself between instalment credit and ordinary lending business.

Mr. Barnes says in his article that the popular belief that money nominally repayable on demand — such as bank overdrafts — is among the most liquid forms of assets is true only as long as repayment is not demanded by the majority of the borrowers.

## SKF

### Interim Statement

SKF Group sales for the first eight months of 1975 were 4,386 million Swedish kronor (Skr) as compared to Skr 4,485 million for the corresponding period in 1974. Unaudited accounts show that Group income before provisions and taxes amounted to Skr 449 million (526 m.).

Announcing the interim figures at a meeting of the SKF Parent Company board, Group Chief Executive Lennart Johansson said that an estimated 10-14 per cent decline in overall market demand for products in the Company's range has led to a corresponding reduction in sales for SKF. In consequence, Group turnover for the whole of 1975 is expected to stop short of Skr 6800 million, giving an income before provisions and taxes of about Skr 600 million.

During the year, the Company acquired the majority of the shares in The Sheffield Twist Drill and Steel Company Ltd (STDS). Turnover and income for STDS are not included in the interim or forecasted SKF Group figures.

### Comparison tables including the financial year 1974:

	First eight months Jan 1-Aug 31		Twelve-month values Sept 74-Sept 75		Twelve-month values Sept 73-Sept 74	
	1975	1974	1975	1974	1975	1974
Sales	4,386	4,485	6,801	6,900	6,639	
Cost of goods sold	2,938	2,983	4,546	4,592	4,445	
Selling and administrative expenses	632	628	1,005	979	939	
Operating income before depreciation	796	874	1,252	1,329	1,255	
Depreciation	251	261	401	411	426	
Operating income after depreciation	545	613	851	918	829	
Financial income and expenses - net	-98	-88	-142	-132	-156	
Sundry income and expenses - net	2	1	16	16	7	
Income before provisions and taxes	449	526	725	802	700	
- in percentage of net sales	10.2	11.7	10.7	11.6	10.5	
Earnings in kronor per share*	9.40	13.60	16.40	20.60	17.90	
Investment in plant and property	350	225	551	426	383	
Cost calculated depreciation**	372	310	539	478	475	
Average number of employees	59,471	61,011	59,979	61,005	61,060	
Group sales by product field***						
Rolling bearings	3,558	3,576	5,477	5,495	5,529	
Steel products	774	760	1,242	1,228	1,119	
Other products	466	448	757	739	592	
Total	4,798	4,784	7,476	7,462	7,040	

\*Operating income after deduction of cost calculated depreciation, reduced by financial income and expenses (net), less taxes 45%. The calculation is based on the number of shares after the 1975 rights and capitalisation issues.  
\*\*Atreacquisition value as from 1975.  
\*\*\*The figures include internal deliveries between the three product fields.







sales

# FINANCIAL TIMES SURVEY

Thursday October 2 1975

هكذا من الأصل

## TELECOMMUNICATIONS

Telecommunications has traditionally taken a back seat in the public view of the communications explosion, behind broadcasting and computers. But as the 1970s have unfolded, and especially in the past twelve months, it has come to the fore in no uncertain terms, thanks in part to the oil crisis.

large in  
oil  
tes

topher Lorenz

On the other side of the coin, the most dramatic investment cutbacks have been among the industrialised oil importers, such as West Germany and the United Kingdom. But just as Iran, Indonesia and Algeria had long been aware of the need for a modern, nationwide telecommunications system, so Geneva, by 1985 the "green fields" for the export business will have shrunk considerably.

The surge in overseas demand for when a satellite also intensified competition among the major equipment manufacturers. But here too, a communications way before the oil crisis blew up. The breakdown of traditional "spheres of market influence" across the world was accelerated almost 15 years ago, when L. M. Ericsson responded to a level of interest in ITT's sale of a near-50 per cent stake in its equity by stealing the Australian market from under its nose.

Competitive pressures have also been increased by the prospect of a sustained slow-down of domestic orders in a number of countries, where the telephone system is said by some to be heavily dependent.

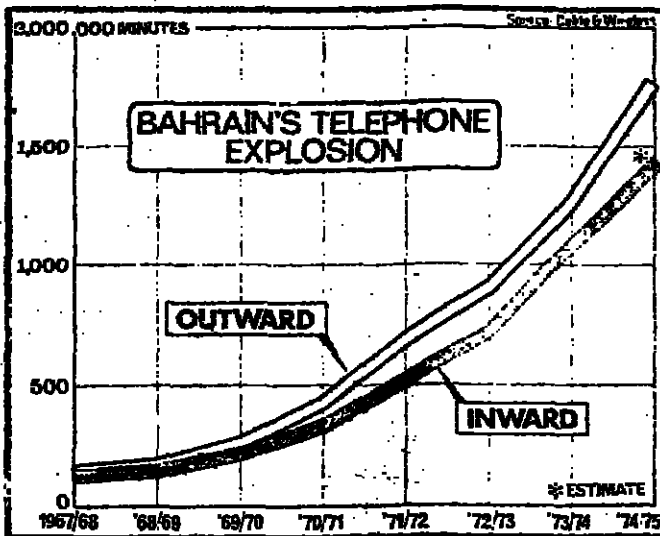
implying market saturation. A further factor has been growing economic pressure to capitalise abroad on successful home products; this applies to the Americans, French and Canadians in particular.

Another factor with similar results is the trend among most importing countries to insist on the construction of indigenous factories. In the words of Mr. Bjorn Lundvall, Ericsson's President, at this week's Financial Times-ITU conference in Geneva, by 1985 the "green fields" for the export business will have shrunk considerably.

### Doubts

Coming at a time of high inflation, the deep world recession has opened to doubt all previous forecasts of system growth—and also some of the forecasting methods. The unleashing of suppressed demand in the newer "telephone nations" which has now begun and will accelerate towards the end of the decade as capacity is enlarged with modern equipment, must also add a speculative element to past forecasts. The graph illustrating the Bahraini case—it excludes transatlantic traffic—could set the pattern for many other countries on a much larger scale.

As Mr. Lundvall told the Geneva conference, one can no longer be sure of the inevitability of growth in Gross Domestic Product, on which place in the telephone league for international links, though demand will rise as quickly as it became clear that SAT IV-A, underlines the European nations would importance in trans-continental



Administrations could seriously hamper the growth of future business, via its impact on tariffs, he warned. So the much-quoted forecast of annual average growth of about 6 per cent in the number of world telephones (to about 700m. in 1985) must be read with caution. Even the shorter-term ITU forecast of a \$30bn. world market for telecommunications hardware by 1980 (compared with this year's estimate of \$25bn.) must be in doubt. One of the major uncertainties is whether the expected geographic balance of demand will materialise, and in particular whether Europe's place in the telephone league for international links, though demand will rise as quickly as it became clear that SAT IV-A, underlines the European nations would importance in trans-continental

communications. The most obviously suitable national and regional areas are those with sparse populations spread over vast distances, such as Indonesia and the Arab countries, but also more developed nations such as Canada, which this winter will start a series of ambitious satellite-borne social experiments, such as education and telemedicine.

The fashion element in the growth of telecommunications is most evident in the rush for so-called "electronic" switching systems (which are dealt with more fully in the next article). Apart from the fact that the word "electronic" means many things to many men—most such systems still have a high electro-mechanical content—there may be much to be said for a country remaining with more conventional technology if it will have difficulty marshalling the human resources to manage and maintain the latest system.

Electronic switching, in the sense of stored program control (SPC), is already in strong demand in countries as diverse as Iran, Australia, France, Algeria and Brazil (which wants to make its own version) —apart from North America and Japan, where many thousands of lines of such exchanges are already installed.

The cost and lengthy time-scale involved in developing such equipment is having a greater impact on the structure of the manufacturing industry than any other development. A number of unusual short-term

corporate alliances have been formed this year, and the problems of developing and debugging the next generation of exchanges—fully electronic, digital SPC systems—will prompt the forging of longer term links. Besides this sort of internal impetus to reorganisation, the external threat of new competitors—Northern Electric, GTE, in some fields IBM, and coming over the horizon the AT and T colossus—is already beginning to make its mark.

### Interim

The advantages of the current SPC generation in terms of smaller size, greater reliability, lower running costs and—to some extent—more versatile customer services are significant, but this is only an interim stage in the electronic revolution. Its full advantages for operating company and user alike will not become available until the analogue era gives way to the all-digital age, when broadband services such as high-speed data and video will become economically viable on a grand network scale as the telecommunications industry works towards "meeting mankind's desire to talk with anyone, see each other and read without difficulty," as Nippon Electric's president, Mr. Koji Kobayashi, put it to the FT-ITU conference.

As the number of countries with an efficient national network increases, demand for international communications

will be liberated—or created, depending upon whether you subscribe to the belief that traffic of any sort automatically fills the highway, no matter how often it is enlarged. And as technology advances, pressure will grow from the user for its rapid application.

This may severely test existing institutional structures. Mr. Kobayashi suggested that tariff systems and the operating monopolies themselves make for rigidity, whereas it is flexibility which is needed to cope adequately with the changing situation. This can already be detected in the resistance of some government operating companies to demands for a range of innovative data communications services.

In the next ten years many Telephone Administrations will have to come to grips with the convergence of their industry with both data processing and broadcasting, the latter via the spread of cable television. This will require reconsideration of national attitudes to regulatory competence and specialised carriers in particular: the drawn-out controversies in Canada and the U.S. respectively on these two issues underline how difficult it will be to define where telecommunications begins and other communications media end, and who should be responsible for which. When the questions cease to be national, and take on global form, their resolution becomes a major task of international relations.

## Telecommunications by Satellite

A family of modular designed spacecraft capable of fulfilling the needs of a wide variety of communications requirements  
\*Trunk telephony and TV distribution \*Community TV and Radio broadcasts \*Facsimile and Emergency Services.

TS  
ropean  
mmunications  
construction for the European  
Agency. Scheduled for launch mid 1977

MAROTS  
Maritime  
Communications  
Under construction for the European  
Space Agency. Scheduled for launch late 1977

EUROSAT  
ronautical  
mmunications

REGIOSAT  
Regional  
Communications

MESH

CONSORTIUM

MATRA (France) ERNO (West Germany) SAAB-SCANIA (Sweden)  
HAWKER SIDDELEY DYNAMICS (UK) AERITALIA (Italy)  
INTA (Spain) FOKKER-VFW (Holland) Consulting Company TRW SYSTEMS (USA)



For further information please contact:

HAWKER SIDDELEY

SPACE

HAWKER SIDDELEY DYNAMICS LIMITED SPACE DIVISION  
GUNNELL'S WOOD ROAD, STEVENAGE, HERTFORDSHIRE

## Leading Europe in Communications Satellites







## A high-contrast, black and white photograph of a large, complex structure, possibly a radio telescope or antenna array. The image features several large, circular, ribbed components, likely parabolic antennas, arranged in a cluster. A person is standing near the base of the structure on the right side, providing a sense of scale. The image is heavily stylized with high contrast, showing a person standing near the base for scale.

***Northern Electric***  
COMPANY, LIMITED  
Montreal, Canada



# Choosing data systems

DATA COMMUNICATIONS has undergone a period of tremendous growth in the past decade. But equipment suppliers, operators and users alike are facing a series of difficult choices in planning future systems, with different countries already taking various courses in both the transmission and switching of data.

The U.K. carrier environment is typical of most European countries, though very different from the U.S., as will be shown. All transmission, except that internal to a building, is handled by the P.O., which has a complete monopoly. Users have a choice of dialling a line on the Public Switched Telephone Network (PSTN) or leasing a private wire from the P.O.

The advantage of using the PSTN is that it is extremely widely spread, and of course only charged for the duration of the "calls." The disadvantages of the PSTN arise from the fact that it was designed as a voice communications network. Thus the call set-up time, which may be as high as 20 seconds, is not a great burden for the typical speech conversation of three minutes, but becomes a major cost in data communication in cases where all the data is transmitted in one or two seconds.

Another problem in using the PSTN is the comparatively high error rate due mainly to interference generated by step-by-step switches.

Many of these problems are alleviated if private (or leased) wires are used. With private wires, faster transmission rates are possible and error rates are less than 0.001 per cent, are achievable instead of the 0.1 to 0.01 on the PSTN.

But there are two major drawbacks in Europe. Private wires are hired for 24 hours a day, and therefore require a high level of utilisation to make them economic—typically over two or three hours, depending on distance. Secondly, they cannot be shared by users with only very few exceptions—notably the airlines' SITA and the banks' SWIFT networks. This issue has given much anguish to some users, as has the cross-frontier tariff structure, which, for example, makes a private wire between Amsterdam and Duesseldorf 9.9 times as costly as one of the same length between Amsterdam and Maastricht.

In cases where a complex private network is needed, there is a switching choice to be made. One is to use a very fast form of circuit switching to link the various modems and computers.

An alternative is to use packet switching. In this type of system data from a modem or character terminal is assembled into a "packet" of information usually of fixed length—information concerning the destination, codes used, etc. are attached to each packet. Each packet is then passed through the network. The advantages of packet switching are that information can easily be sent to several different receivers, and that the speed of the sender and receiver terminals can be different. Because packets from different sources can be easily interleaved on the main trunk routes greater utilisation, and hence lower transmission costs, are possible. There seems to be some cost disadvantage however, in the network nodes when using packet switching instead of circuit switching.

## Private

In the U.K. several private packet switching systems are under investigation or at the planning stage. The British Steel Corporation is to install a system that will link together its six computer bureau sites and enable users throughout England, Scotland and Wales to communicate with these sites by a wide variety of computer terminals. In 1973 the P.O. announced its intention of establishing an Experimental Packet Switched Service (EPSS), and it is now scheduled to open fully in May, 1976.

France has had an experimental packet switching link between Rennes and Paris, called Cyclades—it was developed by the IRLA research establishment, which is to be expanded into a national service. It is due to be operational in 1977 and will be called Transpac.

In Northern Europe, Norway, Sweden, Denmark and Finland have announced their decision to open a data network to be known as the Nordic Public Data Network. They have opted for a circuit switched network.

The position in Germany is rather complex. Although there are fewer data modems than in the U.K., much greater use is made of the Telex network; data transmission on the PSTN is not allowed. The old telex network (TW39) is being replaced by the new EDS (Electronic Data Switching) system, but the new system is not very suitable for speeds in excess of 300 bits per second. Some critics use the German Bundespost as an example how a PTT in a monopoly position can "make" a new data network work: the Bundespost increased substantially its tariffs for private wires which are the only alternatives to the new network.

The position in the U.S. is very different from Europe. Any connection to the PSTN is via a unit supplied by the telephone company (called a Data Access Arrangement) and because this black box operates as a buffer between the users' equipment and the network technical details of the users' equipment is of little concern to the telephone company. This has led to a very wide variety of "attachments" being available. Until a few years ago AT & T was the only common carrier in the U.S. but a recent development is the appearance of other companies entering the common carrier field.

Two of the most notable are MCI (Microwave Communications Inc.) and Datran. MCI offers private wire links between various cities using its own microwave links for the trunk route but using AT & T lines for some of its local distribution. AT & T have accused the new companies of "cream skimming," but the FCC (Federal Communication Commission) which regulates the common carriers, seems very keen to see some element of competition and has refused AT & T permission to reduce its tariff, to be in line with MCI's.

The Datran system is very specifically designed around data users' requirements, namely a very low error rate and a fast

set-up time—a maximum of 3 seconds between any two users. Although Datran plans a coast-to-coast system, only part of it in the Texas area is presently operational. Entry into the common carrier field, is only had at a large cost. It was recently announced that Datran was seeking a further loan of \$10m. to continue operating.

Another major difference between the U.S. and Europe is the use of satellites for data transmission. Several large companies already use Western Union and Telesat Canada satellites for very high-speed transmission. Satellites are particularly important in the American data field because of the greater distances involved, and other companies are becoming involved in the earth station/satellite interface.

## Only the tip

The data transmission field in the U.S. is rapidly changing with new companies being formed and many new services being proposed—the IBM Comsat one being only the tip of the iceberg.

Plans for a Euronet have recently received much publicity, but so far there are two international data networks of note. The ARPA network (Advanced Research Projects Agency) is used mainly by Government and research bodies, and uses a packet switching configuration. The second, Tymnet, can claim to be the only commercial worldwide data transmission network. It offers users in London the ability to access computers in California. It is also widely used outside the U.K. for the rapidly expanding field of data retrieval, such as researchers in the medical field assessing data banks of medical research information.

But there are problems. If the researchers belong to different organisations the British P.O. monopoly, for example, prevents such use. Both networks offer the capacity of "computer conferencing." But such use of the network has been frowned upon by the P.O. because it infringes their monopoly. Various compromise proposals are being put forward. It should be noted that if using Tymnet for trans-

atlantic messages were allowed it would work out at only a quarter of the cost of the equivalent Telex service.

The planners of public data networks have four ways forward. One is to develop the telegraph (or telex) network (as has been done in Germany), but this is only attractive for low speed data transmission, and the second is to use the digital telephone network as it comes into being. The problem here is that such a network will be designed around speech transmission and have some parameters that are not the most suitable for data transmission. The third is a completely separate digital data network, the cost of establishing a wide geographical coverage are likely to be prohibitive in the near future. The fourth and most likely alternative is to continue to use the existing analogue telephone network in conjunction with new packet switched or circuit switched nodes.

An important aspect in the choice is obtaining reliable market forecast of future demands, but this is particularly difficult when advances in word processing, typewriters and digital facsimile may unleash whole new and unforeseen demands for data communications.

Dr. Barry Stapley  
Communications Studies Group



Postal coding operations at Croydon Post Office.

# Automation in postal services

VISITORS from Post Offices over the world still come to London to inspect a piece of P.O. technology installed in the 1920s and operated virtually unchanged ever since. This is the P.O. railway, an automatic mail-carrying system that spans some 6.5 miles of tunnel below London, effectively inter-linking the railway terminal serving the North and the West of the U.K. About 40 unmanned miniature electric trains haul about 40,000 bags of mail a day.

Every year or two, P.O. officials pull out their plans for extending this railway, then ruefully file them away again when they contemplate a capital cost which at the last count had reached £1m. a mile. Even in London most of the freshly collected mail continues to be shifted by the familiar red road vans, fortunately at times when the streets are not congested.

Post Offices everywhere appear to have come to much the same conclusion about mail automation, namely that the most promising quarter for cutting costs lies in the business of sorting, the unseen mid-sector of three roughly equal cost sectors: collection, sorting and delivery. In Britain, each letter posted passes through at least a dozen pairs of hands. Complete automation of the mid-sector may eventually reduce "man-handling" to as few as six pairs of hands.

A dozen U.K. sorting offices have so far been automated to a considerable extent. Mail bags are emptied on to conveyors inter-connecting a series of special-purpose machines, mostly designed and developed by P.O. engineers. They sift the 10 per cent of "unmachinable" mail—the awkward shapes and sizes—from the rest, stack letters right way up, separate first from second class mail, translate the address into a printed code, and use this code to route the letter in the right direction.

## Hiatus

But a three-year hiatus followed the first £35m. of investment in the new sorting technology. It took that long for the P.O. to convince its postal workers that, far from being some "golden egg" the profits from which should be spread generously, postal automation was a desperate necessity if the P.O. was to make any attempt at all to keep its burgeoning postal costs down. For three years no new sorting machinery was installed, while inevitably the pace of its research and development slackened.

Earlier this summer the postal workers recognised the justice of management's case, and the P.O.'s 10-year programme of postal automation was resumed last month. The corporation hopes to be able to invest a further £40m. (at today's prices) in a programme designed eventually to save some 6,000 jobs (allowing for extra maintenance staff). But this saving must be set against the 500 additional postmen it recruits each year just to accommodate the longer "postman's walk," as people exchange their tightly-packed

terraced houses for semi-detached homes, estates, high-rise dwellings, etc.

A substantial research effort is still required to try to crack the most difficult of the sorting problems, namely automatic address reading, thus eliminating the sixth pair of hands. Several Post Offices, including those of the U.S., Canada, Japan and France, have optical character recognition (OCR) equipment on trial, but the machines still seem to make a great many mistakes. Britain has three OCR concepts under investigation at its new research centre, where OCR is the main concern of a postal mechanisation research team of about 50.

## Gloomy

Each rise in postal charges brings gloomy predictions that it must mean the end of the mail as we know it. The fallacy here is that even on the most optimistic costing of business letter writing—and only one-third of U.K. mail is private correspondence—the postal charge is still only a small fraction of the total cost, probably less than 10 per cent. As for the private-to-private portion, there is good reason to retain faith in the letter as an integral part of our literary heritage.

The electronic alternative to the business letter is facsimile ("fax"), in which hard copy, photographs, drawings, etc. are transmitted down a telephone line and reproduced in the office of the addressee. The idea has been with us for over a century, and has been used in Europe since the start of this century. But progress has been slow and even to-day the technology of fax cannot really compete with a mail system as sophisticated and speedy as that of the P.O. Fax has made faster progress in the U.S., where mail may take much longer.

Factors that could serve to excite more interest in fax in the British office include further substantial rises in postage, coupled with any changes in P.U. operations that would spread mail delivery throughout the day, where now the bulk is delivered between 7 and 9.30 a.m. The alternative then could be a "midnight mail" service by fax down lightly-loaded telephone lines, so that correspondence was still available to companies at the start of the working day. But in the absence of automatic answering systems, the addressee would have to provide an operator throughout the night to receive the "mail." Transmission speeds on fax equipment (currently available from at least seven U.K. suppliers) vary from about 1 to 6 minutes per page, with transmission costs almost directly proportional to speed.

For those who would explore the possibilities, the P.O. last year began a service called Postfax between 11 main post offices in 10 major cities (two in London), whereby documents of up to foolscap size handed over the counter can be made available for collection at the other end within, it is claimed, three hours.

Another novel telephone service on which the British P.O. has been working for the last 18 months is Viewdata, a "teletext" system that rivals Ceefax and Oracle, the systems developed respectively by the BBC and ITA. All three "teletext" systems are ways of displaying information on a TV-type screen in the office or in the home of a subscriber. But whereas Ceefax ("seeing facts") and Oracle ("optical reception of services as payroll, announcements by coded line and secretarial electronics") are passive systems, in which news headlines, weather reports, stock market or sports results, for example, will be displayed on a TV receiver, Viewdata is planned as an active system which the subscriber can interrogate. The idea is that he might use a light pen and a video display unit (such as a videophone) to put his questions, or he might simply pick up a pushbutton telephone and use the keyboard to key in his questions.

A computer system supporting the Viewdata service would be required at the central ex-

change, accepting key-coded instructions from the subscriber, interrogating a central database, and then switching the appropriate information to the subscriber's screen. Services envisaged include basic information such as phone numbers, "ye advice, transport local entertainment, weather, hotel and reservations might be a subscriber. But whereas Ceefax ("seeing facts") and Oracle ("optical reception of services as payroll, announcements by coded line and secretarial electronics") are passive systems, in which news headlines, weather reports, stock market or sports results, for example, will be displayed on a TV receiver, Viewdata is planned as an active system which the subscriber can interrogate. The idea is that he might use a light pen and a video display unit (such as a videophone) to put his questions, or he might simply pick up a pushbutton telephone and use the keyboard to key in his questions.

The first pilot development of Viewdata is planned for early 1979, using a processor to give about 200 subscribers access to the service. Full-scale development could begin the following year, and a commercial service as soon as 1979-80.

David

## Racal-Mil for Data Communication

Racal-Milgo Limited is Europe's leading supplier of high speed data modems, time division multiplexers and transmission test equipment and has implemented many of Europe's most advanced data communications systems.

RACAL milgo

Racal-Milgo Limited  
Bennet Road, Reading  
Berkshire RG2 0SS  
Tel: (0734) 860233

## To use your company computer, just pick up your phone and watch television.

The IBM 3750 Switching System is a revolutionary approach to office and factory communications. It can bring the power of the computer to any telephone user within the Company.

Using simple terminals and a 3750, your staff can enter information through your telephone system directly to your computer, for instance, the number of hours worked, the status of their projects, and the arrival of a new consignment. You can pick up your telephone and view the information you need to know about your business, giving you greater control over your operations.

The 3750 will also give you greater control over your telecommunications system itself. It will monitor its own operation, allow you to manage its utilisation and allocate the costs accordingly.

The 3750, of course, incorporates advanced communications and switching technology. An integrated system of 3750s around your locations will help bring the benefits to many more of your telephone users.

If you'd like to know more, use your telephone to call us at the number below.

3750. The end of the communications gap.

IBM

IBM United Kingdom Limited, 385 Chiswick Road, Uxbridge, Middlesex, U.K. Telephone: 0625 54441

هكذا من الأصل







WALL STREET + OVERSEAS MARKETS + FOREIGN EXCHANGES

Further 9.7 fall on rising rates Pound lower

BY OUR WALL STREET CORRESPONDENT

FURTHER LOSSES were recorded on Wall Street today as rising investor apprehension that rising interest rates would prevent a U.S. economic recovery.

The Dow Jones Industrial Average fell a further 9.7 points to 1,174.14, its lowest since April 1974 at 1,284.14.

Among the major losses, the NYSE Composite Index dropped 10.14 points to 1,174.14, while the NYSE Industrial Index fell 10.14 points to 1,174.14.

OTHER MARKETS

PARIS—Generally irregular in fairly light trading. A positive element was the lowering of the Call Money rate by 1/2 per cent to 8 per cent.

Food, Hotels, Stores and Electricals were mostly lower, while Motors and Transport did well. Engineering was steady after a cautiously optimistic report on this sector, while Rubbers and

Oil held quietly firm. Metals fell back on reports of coming heavy steel losses.

Foreign stocks were mixed with Golds and Americans lower, Germans steady, Oils, Coppers and Dutch irregular.

BRUSSELS—Mixed to generally lower, following Government plans to restrict dividends.

COCKERILL shed Frs.10 to Frs.92.20, warning that it will make a loss in the current year.

French stocks were steady, with the exception of weaker Pechiney, German firms and most Golds rose, but other Foreign issues eased.

AMSTERDAM—Market again drifted lower on continuing lack of interest.

International were slightly off their lows for the day. Unlevered Fls.2 to Fls.100.7, while Phillips rose Fls.0.9 to Fls.23.3 against the general trend.

AKZO showed no reaction to comments by Enka-Glastoff Executive Board chairman that AKZO will lower capital spending next year.

MILAN—Most prices lower, reflecting bleak results for the first half year. There were also fears that the Italian economy might worsen as a result of the new budget in all prices.

GERMANY—Prices rallied after the more optimistic business forecast by the IFO Munich Economic Institute.

Deutsche Bank gained DM5 to 305 and BASF rose DM1.0 to 130.1. On the Bond Market, public issues were again little changed.

Due to support purchases. The Authorities bought a nominal DM42m (DM18m) worth of stock.

MARKET FOREIGN Loans were steady. SWITZERLAND—Markets continued to fluctuate narrowly in subdued trading.

Major Banks generally drifted lower but Financials firmed slightly. Industrials were irregularly lower.

State Bonds were steady. Dollar stocks generally weaker, with Dupont, Halliburton and Minnesota Mining each

NEW YORK, Oct. 1

Due to support purchases. The Authorities bought a nominal DM42m (DM18m) worth of stock.

MARKET FOREIGN Loans were steady. SWITZERLAND—Markets continued to fluctuate narrowly in subdued trading.

Major Banks generally drifted lower but Financials firmed slightly. Industrials were irregularly lower.

State Bonds were steady. Dollar stocks generally weaker, with Dupont, Halliburton and Minnesota Mining each

Due to support purchases. The Authorities bought a nominal DM42m (DM18m) worth of stock.

MARKET FOREIGN Loans were steady. SWITZERLAND—Markets continued to fluctuate narrowly in subdued trading.

Major Banks generally drifted lower but Financials firmed slightly. Industrials were irregularly lower.

State Bonds were steady. Dollar stocks generally weaker, with Dupont, Halliburton and Minnesota Mining each

Due to support purchases. The Authorities bought a nominal DM42m (DM18m) worth of stock.

MARKET FOREIGN Loans were steady. SWITZERLAND—Markets continued to fluctuate narrowly in subdued trading.

Major Banks generally drifted lower but Financials firmed slightly. Industrials were irregularly lower.

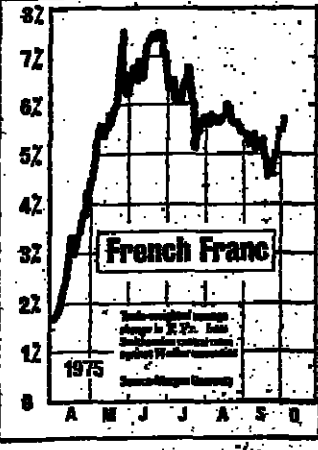
State Bonds were steady. Dollar stocks generally weaker, with Dupont, Halliburton and Minnesota Mining each

Due to support purchases. The Authorities bought a nominal DM42m (DM18m) worth of stock.

MARKET FOREIGN Loans were steady. SWITZERLAND—Markets continued to fluctuate narrowly in subdued trading.

Major Banks generally drifted lower but Financials firmed slightly. Industrials were irregularly lower.

State Bonds were steady. Dollar stocks generally weaker, with Dupont, Halliburton and Minnesota Mining each



French Franc

GOLD MARKET

Gold Bullion (per ounce)	Oct. 1 1975
London	314.25
New York	314.25
Gold coins (per ounce)	
London	314.25
New York	314.25

FOREIGN EXCHANGE

Oct. 1 1975	Bank	Market
New York	314.25	314.25
London	314.25	314.25
Paris	314.25	314.25
Frankfurt	314.25	314.25
Amsterdam	314.25	314.25
Brussels	314.25	314.25
Stockholm	314.25	314.25
Copenhagen	314.25	314.25
Helsinki	314.25	314.25
Oslo	314.25	314.25
Stockholm	314.25	314.25
Copenhagen	314.25	314.25
Helsinki	314.25	314.25
Oslo	314.25	314.25

OTHER MARKETS

Oct. 1 1975	Bank	Market
New York	314.25	314.25
London	314.25	314.25
Paris	314.25	314.25
Frankfurt	314.25	314.25
Amsterdam	314.25	314.25
Brussels	314.25	314.25
Stockholm	314.25	314.25
Copenhagen	314.25	314.25
Helsinki	314.25	314.25
Oslo	314.25	314.25

FORWARD RATES

Oct. 1 1975	Bank	Market
New York	314.25	314.25
London	314.25	314.25
Paris	314.25	314.25
Frankfurt	314.25	314.25
Amsterdam	314.25	314.25
Brussels	314.25	314.25
Stockholm	314.25	314.25
Copenhagen	314.25	314.25
Helsinki	314.25	314.25
Oslo	314.25	314.25

OVERSEAS SHARE INFORMATION

NEW YORK

Stock	Oct. 1	Sept. 30
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50

STOCK

Stock	Oct. 1	Sept. 30
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50

STOCK

Stock	Oct. 1	Sept. 30
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50

STOCK

Stock	Oct. 1	Sept. 30
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50

STOCK

Stock	Oct. 1	Sept. 30
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50

STOCK

Stock	Oct. 1	Sept. 30
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50
Admiral	7.50	7.50







100



هكذا من الأصل

## INSURANCE, PROPERTY, BONDS

[illegible][illegible]

group sustained a loss of £1,506,000 in the 31st March, 1975 after providing 3,000 for anticipated losses on contracting.

ordinated Loan of £2,500,000 has been and arrangements have been made for description at the Group's option of up to 10%, Cumulative Redeemable Shares of £1 each.

group's position and prospects are ed by the Chairman, Sir John Brown, ulated statement which, with the Report ounts, was posted to shareholders on eptember. Copies may be obtained from ecretary, Caledon Shipyards, Dundee 3NE.

in London  
list  
**NIER**  
West London, SW1

156 Regent St. 737 0557. A la carte  
 at Allen's Mans. Spectacular floor show  
 of Las Vegas Cris and  
 music of Johnny Cash and Friends.  
 RAYGOVY 69 Dean St. London. W.1.  
 STYLISH FLOORSHOW  
 SEX UNMIMTED  
 Show at midnight and 1 a.m. Hostesses  
 Monday-Friday. Closed Sat. 437 6485.  
 THE GAZEBO TONIGHT—A Gentle-  
 man's Club. For your personal pleasure  
 and interest. Entertainment. Good  
 friendly service at sensible prices.  
 No membership required for out-  
 side or overseas visitors. Tel. 930 1645.  
 4, Durg of York Street, W.1.

# THEATRES

**SPA HOTEL**  
**TUNBRIDGE WELLS**  
For business or pleasure. Set in own grounds, adjoining 9-hole Golf course. 80 well appointed rooms and conference rooms. Fully licensed.  
One hour from Charting X  
Conferences arranged.  
Tel. 28371-2-3.

<b>Albany Bank Corp. Ltd.</b> P.O. Box 1208, Hamilton, Bermuda Albany Fund Ltd. 1974 \$1. 475-0700	<b>Charterhouse Japhet</b> 1, Peterborough Row, B24 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Free World Fund Ltd.</b> Bathurst Bldg., Hamilton, Bermuda NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Keyeser Mgmt. Jersey Ltd.</b> 114, Old Bldg., E.C.C. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Sampson Mortgage Ldn. Agts.</b> 114, Old Bldg., E.C.C. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Target Trust Mgrs. (Cayman) Ltd.</b> P.O. Box 716, Grand Cayman, Cayman Is. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20
<b>Australian Selection Fund N.V.</b> 100, Agent, Post, Aust. Int. Ltd. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Cornhill Inc. (Guernsey) Ltd.</b> P.O. Box 157, St. Peter, Port, Guernsey NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>G.T. Bermuda Ltd.</b> c/o of Bermuda Trust & Finance, Bonds NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>King &amp; Shaxson Mgrs. (Jersey) Ltd.</b> 8 Church St., St. Helier, J.E.C. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Murray, Johnstone (Inv. Adviser)</b> 143, Hope St., Glasgow, C2 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Tokyo Pacific Hldgs. (Cayman) Ltd.</b> 100, Agent, Post, Aust. Int. Ltd. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20
<b>Knights Securities Limited</b> 100, Agent, Post, Aust. Int. Ltd. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Laurel Management Ltd.</b> 100, Agent, Post, Aust. Int. Ltd. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>King &amp; Shaxson Mgrs. (Jersey) Ltd.</b> 8 Church St., St. Helier, J.E.C. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Kleinwort Benson Ldn. Agts.</b> 20, Fenchurch St., E.C.3 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Negit Ltd.</b> 100, Agent, Post, Aust. Int. Ltd. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Triumph Oceanic Int. Fnd. Mgrs.</b> 8 Church St., St. Helier, J.E.C. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20
<b>HL of London &amp; S. America Ltd.</b> 40, Old Queen Victoria St., E.C.4 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Dreyfus Intercontinental Inv. Fd.</b> P.O. Box 10718, Nassau, Bahamas NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>HLI Samuel &amp; Co. (Guernsey) Ltd.</b> 8 Laferriere St., St. Peter, Port, Guernsey NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Investment Management Mgr. Ltd.</b> 8 St. George's St., Douglas, J.E.C. NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20 NAV Sept. 25, 1974 \$1.00 21.20	<b>Save &amp; Prosper International Ltd.</b> 27, Broad St., St. Helier, Jersey NAV Sept. 25, 1974 \$1.00 21.	

include \$ premium, which  
are in place unless otherwise  
allow for all having expenses  
include all expenses  
& Yield based on offer price  
Today's opening price  
rate of U.K. Index. x Offer  
all expenses except agent  
Offered price includes a  
margin through manager  
price. Net of tax on real  
est indicated by a. f. Guarante  
ended. f. Single premium



## HOTELS--Continued

[illegible]



## NOTES

Unless otherwise indicated, prices and net dividends are in pence and denotations are in £s. Estimated prewar/normal prices and covers are based on latest annual market and account figures as stated in the half-yearly Review. Dividends are adjusted to £10 of 26 pence, 1970 are calculated on the basis of the 1969-70 figures. Dividends for 1971 are estimated on the difference  $H$  calculated as "net" distribution. Covers are based on "normalised" distribution. Yield, assuming maintenance of current price, rate of AYC are based on midday prices, are gross and allow for value of declared dividend (not rights, etc.) and are expressed as percentages. All figures are quoted inclusive of the investment dealer's premium.

- A. **Saving concentrated securities which include investment dealer premium.**
- B. **Group Stock.**
- C. **Highes net/low marked thus have been adjusted to allow for rights issues.**
- D. **Interest rate increased or remained.**
- E. **Interim share dividend, passed or deferred.**
- F. **Dividend.**
- G. **Figures or report awaited.**
- H. **Banks and Insurance: reserve allocations may provide calculation of dividend cover.**
- I. **Price at time of suspension.**
- J. **Estimated future dividend, P/E ratio usually provided, cover relating to previous dividend or forecast.**
- K. **Price of Stamp Duty.**
- L. **Major share reorganisation in progress.**
- M. **Not comparable.**
- N. **Same interest declared final and/or reduced savings.**
- O. **Based on 1970 profits.**
- P. **Cover allows for conversion of shares into new units for rights issues or making rule for restricted dividend.**
- Q. **Lower does not allow for shares which may also rank for a dividend in future dividend.**
- R. **Reducing a financial dividend declaration.**
- S. **Regional profit.**
- T. **No.**
- U. **Tax free.** B Figures based on prospectus or other official estimate. C Costs of Dividend paid and payable in form of cash; cost of share, B Items in Interest include yield. F Final yield. G Assumed dividend and yield. H Assumed dividend and yield after scrip issue. J Payment of dividend in future dividend. K Items in Interest include previous year's earnings based on preliminary figures. L Australian currency. M Items in Interest include previous dividend cover. N Items in Interest include previous dividend. P Paid ratio based on latest annual earnings. Q Foreword dividend based on previous year's earnings. R Items in Interest include previous dividend. S Items in Interest include previous dividend. T Items in Interest include previous dividend. U Items in Interest include previous dividend. V Items in Interest include previous dividend. W Items in Interest include previous dividend. X Items in Interest include previous dividend. Y Items in Interest include previous dividend. Z Items in Interest include previous dividend.

**Abbreviations:**  $\frac{1}{2}$  on dividend;  $\frac{1}{4}$  on scrip issue;  $\frac{1}{2}$  on rights;  $\frac{1}{4}$  on scrip or capital distribution.

**"Recent Issues" and "Rights" Page 22**

This service is available to every Company dealing in the Stock Exchanges throughout the United Kingdom for a fee of £225 per annum for each security



**THE £700 MILLION INVESTMENT EXPERIENCE**

**Canlife units**

EXPERIENCE—WHERE EXPERIENCE COUNTS

Canada Life Unit Trust Managers Limited, Canlife House, 100, Pall Mall, London, W1K 3JH. Tel: 01-275 5112.

# FINANCIAL TIMES

Thursday October 2 1975

**Ansafone**

Let Ansafone answer your phone.

From £1.25 per week.

19 Daresbury Road, Warrington, W10 2HS.

RING ANYTIME 01-629 9232

## Journalists reject closed shop policy

By John Wyles, Labour Reporter

THE NATIONAL Union of Journalists' hard line policy over the introduction of the closed shop in newspapers, which was adopted by the union's conference earlier this year, has been virtually overturned by a postal ballot of members.

The NUJ conference policy helped fuel the row over the possible impact on Press freedom of the closed shop provisions of the Government's Trade Union and Labour Relations (Amendment) Bill. One of the main results of the union's ballot announced last night will be that the Government will press ahead urgently in the House of Commons to defeat the "Goodman amendment" passed in the House of Lords which seeks a statutory code to govern employment in newspapers and broadcasting. The amendments were particularly concerned with the position of editors who until yesterday's ballot result were faced with an official NUJ policy favouring 100 per cent post entry closed shop, including editors as members of the union. But this has now been overturned in a more than 30 per cent poll of the NUJ's 28,000 members.

Insistence that editors should be NUJ members was one of seven points adopted by the NUJ's annual conference in April. But, as a result of a decisive majority, only two of the points are left standing—support for the union's traditional goal of 100 per cent membership, and a declaration to work with other media unions for a free press.

The NUJ will now almost certainly revert to its former line that editors should be free to join or not join the union but have a free choice as to membership.

Such a proposed charter was rejected by editors and proprietors earlier in the year. Lord Goodman, the sponsor of the amendments to the Government's Bill, said last night that his anxieties about the closed shop and its possible threat to the future of "creative writing" were not changed by the decision of the NUJ or any other union. "The right to write is a fundamental right and should not be controlled by a union," he added. Within the NUJ, the ballot result will intensify the debate about whether the union's annual conference is sufficiently representative. Mr. Ken Morgan, the NUJ's general secretary, said last night it was "encouraging" that the membership had indicated that the union's National Executive had been "on the right lines" in the debate over the closed shop until the conference imposed its tougher policy.

TV strike off, Page 12

U.S. Press blaze, Page 4

## Tobacco talks next week

By Elton Goodman

CIGARETTE manufacturers are believed to be meeting Dr. David Owen, Minister of State for Health, next week in a further attempt to fend off legislation to tighten the existing controls on tobacco sales.

Dr. Owen said in August that if he did not get the voluntary co-operation of the industry in strengthening the controls of cigarette marketing, particularly in the area of advertising and sponsorship—he would be prepared to use statutory powers.

He indicated that he was thinking of using the 1968 Medicines Act as a vehicle for such controls, and it is understood that since then opinion within the Department of Health has hardened.

Legislation along the lines of the Medicines Act would give the Government far wider powers to control marketing, and mean that companies would have to be licensed to manufacture tobacco products. It could also mean that manufacturers would be obliged to display certain information on their packaging, and ultimately give the Government power to restrict the sales of high-tar brands.



General Franco and his wife face the crowds.

## Leyland brings in sweeping job cuts and short time

BY ROY ROGERS, LABOUR CORRESPONDENT

BRITISH Leyland plans to shed 1,330 jobs at its Cowley, Oxford, car factories together with 1,000 jobs at its Longbridge, Birmingham, complex and Rover-Triumph plants in the Midlands. At the same time it is to put nearly half the workforce at its Balgownie, Scotland, truck and tractor plant on a four-day week.

These are the first real indications of the scope of widespread economy measures which Leyland officials were warned to expect earlier this month. But certainly as far as the car division is concerned, they were not as harsh as some union officials had anticipated. The reason for this was spelt out yesterday by Mr. Derek Whitaker, managing director of British Leyland Cars, in a letter to the car division's 116,000 employees in which he spoke of overseas sales forecasts, particularly from the U.S., showing

improvements and the U.K. market not declining as far as had been expected.

Management had therefore decided to overrun its original end of September deadline for finalising its manpower review. This would now be revised during October in the light of latest information.

Mr. Whitaker warned that no foreseeable improvement would avoid the need for the company to continue to reduce its labour force.

### Co-operating

Evidence of this came at Cowley where shop stewards representing the 17,000 employed at the complex were told that 1,100 manual and 230 clerical jobs would have to go. Of the 1,330 total, 1,100 would be voluntary redundancies and 230 would be imposed by the indirect workers who provide the supporting services for production workers.

It is understood that management is considering reducing the total car division workforce by about 6,000 to 7,000 in addition to the 27,000 or so workers who have left over the past two years. Motor industry unions are co-operating while there are no enforced redundancies.

Chris Bear, Scottish correspondent, writes: Bridgwater shop stewards have agreed to the introduction next week of a four-day week for almost half of the 4,200 workforce but they are resisting a company proposal for further production cuts from November.

Meanwhile, the plant's joint shop stewards committee has formulated a wage claim for all hourly-paid employees which is understood to be for rises of between 20-25 per cent. It still requires to be ratified by a mass meeting of employees.

## Maxwell quits executive role on Scottish Daily News

BY CHRIS BAUR, SCOTTISH CORRESPONDENT

MR. ROBERT MAXWELL, chairman of the Pergamon Press, the publishing company, announced yesterday that he is relinquishing all the executive responsibilities he was given just over seven weeks ago by leaders of the workers co-operative which runs the Glasgow-based Scottish Daily News.

The decision, effective from Monday, confounds last week's denial by the co-operative that Mr. Maxwell was on the point of quitting the enterprise, which was launched in May and is now losing an estimated £20,000 a week.

It is another extraordinary episode in the short life of the paper, which was formed by ex-Belvoir employees a year after they were declared redundant.

Since its creation, with a Government loan of £12m, Mr. Maxwell, who invested £114,000, has been the co-operative's chairman, but has been stripped of that post and all executive authority and has subsequently

been elected Chief Executive to act as self-styled "overlord" in the paper's conversion from broadsheet to tabloid five weeks ago.

That appointment precipitated the resignation of five senior members of the co-operative—the paper's general manager, financial controller, company secretary, chairman and a worker director, amid accusations that under his "autocratic" style the project had ceased to be a genuine co-operative.

In an emotional statement yesterday, which was said to have "astounded and saddened" the hastily-convened meeting of the governing works council, Mr. Maxwell referred to himself as the "focus of a malicious and sustained campaign" by other newspapers which was intended to damage the enterprise.

There is some confusion, however, over Mr. Maxwell's continuing association with the paper, which he has often said he would like to supplement with a Glasgow-oriented evening

edition to make it a "24-hour publication".

The co-operative's chairman, Mr. Alistair Blyth, said Mr. Maxwell was remaining as a director and a member of the works council. Mr. Maxwell, however, said he was relinquishing both these posts, would have no executive authority, but would remain simply as "a consultant".

He added that he was leaving to demonstrate the viability of the co-operative concept. His investment would not be affected and he was prepared to "put his hand in his pocket" to make a further capital investment if that was required.

A financial appraisal of the company's position is now being carried out by Coopers and Lybrand, recently appointed the company's auditors. Mr. Blyth said this would form part of a formal application to the Government concerning methods of raising new finance in the near future—the company said recently that a minimum of £250,000 might be needed.

## Black workers worst hit on jobs

BY JOHN WYLES, LABOUR REPORTER

DEMANDS for special help for unemployed Black workers will be strengthened to-day by publication of figures which show that the unemployment rate among racial minority groups has been rising more than twice as fast as the national average.

According to a study in the Department of Employment's monthly Gazette, the proportion of unemployed Black workers has risen from 3.3 per cent of the national total in November, 1973, to 3.4 per cent in May this year.

### Many women

Proportionately, this rate of increase among Black males is more than twice as large as the general increase in male unemployment, and among females

nearly three times as large. In May 27 per cent of unemployed Blacks were of West Indian origin, 24 per cent from Africa, 19 per cent from India and 14 per cent from Pakistan or Bangladesh. Of a total of 17,013 unemployed Black males more than 5,000 were aged 24 or under with another 5,522 aged between 25 and 39.

These figures are bound to be viewed with concern by race relations organisations, who have already warned of social dangers arising from high unemployment among Black youths.

According to the Department the rate of unemployment increase among younger Blacks has been especially high.

Generally the study suggests that the higher rate of increased

unemployment among Blacks may be partly due to their age distribution, with an above-average proportion of the Black population in the younger age groups who, among all races, have been disproportionately affected by a rising unemployment trend.

This is borne out by a separate analysis of all the unemployed, also published in the Gazette, which shows that age groups up to 35 are the most seriously affected by unemployment, apart from the over 60s. Based on the July unemployment figures, the study found that older workers tend to be unemployed for a longer period of time and that overall more than half the unemployed had been on the register for less than three months.

## EEC move to stop Franco trade talks

By Reginald Dale, Common Market Correspondent

BRUSSELS, Oct. 1.

THE BRUSSELS Commission formally called to-day for suspension of trade talks between the EEC and Madrid in the wake of last week's execution in Spain. After meeting here this morning to assess the political consequences of Madrid's action, the Commission said it was not possible to continue negotiations for a new trade agreement "in present circumstances".

The Commission said it would ask the nine Governments to endorse its stance at Monday's Council of Ministers' meeting in Luxembourg. It was thought unlikely here to-day that any of the Nine would want to oppose the Commission's recommendation, even though some EEC Governments, notably the French and Irish, have been less emphatic than others in condemning the executions.

Breaking off the trade negotiations is regarded here as the very least that the Community can do in view of the latest wave of international indignation against the Franco regime. It is in any case quite clear that even if the Commission continued to negotiate, a majority of the nine Governments would have reached a conclusion of a new agreement.

By proposing the talks' suspension the Commission is in practical terms going along with last week's European Parliament resolution calling for blocking of any further development in EEC-Spanish relations.

The Commission has not, however, gone as far as the Parliament wanted in political terms. To-day's Commission statement put no preconditions on resuming the trade talks, although the latter were not expected to be broken off until such time as democracy and human rights had been restored in Spain.

### Tariff problem

The negotiations, which were otherwise expected to have restarted next month, were for a trade agreement with Spain in the framework of the Community's "overall" Mediterranean policy. The preferential trade agreement with Spain which went into effect in 1970 would not be affected.

Breaking off the negotiations could present a problem for Britain, which does not apply the full Community tariff to her food imports from Spain. Rather than raise her tariffs against Spain only to reduce them when the new agreement comes into force, Britain has been temporarily allowed to apply lower tariffs than the theoretically provided for under the new pact.

This means that Britain is still managing to import food from Spain, including oranges, onions, wines and other fruit and vegetables, more cheaply than her Community partners. If, however, the prospect of a new agreement is indefinitely postponed, questions may be asked in Brussels about the U.K.'s right to continue imposing the lower tariff. British officials, however, to-day made it quite clear that the U.K. would strongly resist any suggestion that the tariff be raised.

Shops join ban, Page 6

Continued from Page 1

### Benn

Mr. Wilson and Mr. Healey, Mr. Benn then added: "We have not heard that sort of language for well over a generation."

The cheer which this sparked off partly extinguished Mr. Benn's qualifying sentence "but we have not had a slump of these proportions for at least as long."

Mr. Wilson heard it however and exchanged a wry smile with his platform neighbour, Mr. Tom Bradley, the Rightwing MP.

But Mr. Benn had not finished and his peroration whipped up his supporters to even greater fervour. Clem Attlee went on to warn the movement that by seeking to get out enough to denounce capitalism and then leave socialism to a few general principles, and the modern socialist must be able to show the immediate steps which socialists would take when they achieved power.

At these immediate steps which our industrial policy statement contains and I urge the conference to pass the document and fight for it as the movement did in the 'thirties, until we have carried it through."

Earlier Mr. Benn said there was no easy road ahead and he told the conference that by accepting cuts in the living standards of their members, the trade unions had offered the Government time and a breathing space to tackle Britain's deep-seated industrial problems fundamentally.

"Such a contribution by working people entitles them to ask a great deal in return. In our industrial policy statement the National Executive has attempted to set out what is being asked in return. Inflation must be tackled urgently but we dare not wait for an upturn in world trade to solve all our problems by some magic market mechanism. We are not just here to manage capitalism but to change society."

The underlying message of Mr. Benn's speech and the mood of many delegates was that the Cabinet has a year in which to make a start on the document's proposals; otherwise, it will be in trouble at the next party conference.

THE LEX COLUMN

## Sterling and MLI uncertainties

Index fell 3.0 to 326.6

In addition, RMC's German company has hit bottom and its interest costs are falling. Although it has lost money so far, it could just about break even over the year compared with losses of around £1m. in 1974. Property disposals will be

neither side seems to be lining with much enth the level of current pointer here came from this week in the interim figures from der's important su Incucap Berhad, while some signs of recovery previous half but wh still two-thirds down year. Meanwhile, the expecting that Inch have to try a little ha Anglo-Thai closed a li the bid price at 154p.

Instruments

Former George Ke holders can now cost of bowing to in July, 1974, by rej 32p-a-share cash of GEC, and accepting in Brown Sovets i worth 18p, plus one 5p and Medical in The latter are valua each under the terms equity and loan into the Government, with the agreed re over of the priva Research. SMI has continuing problems size in the 12 months to March, and no quick profits is expected. At least the prov offers SMI shareh chance of linking w able group—MR mi pre-tax in 1974-75 eliminating bank of £3.35m. All this is the equity balance larged group with 62.7 per cent and ment 28.2 per cent

Anglo-Thai

Incucap's offer for Anglo-Thai values the shares at over 50 per cent above the pre-bid price, but its rejection is convincingly contemptuous. The main line of defence, predictably, is an enormous increase in the dividend, which is still covered 3.6 times and which leaves the shares yielding 5.8 per cent at the current price. This is much more tangible than the claim that the Incucap offer could threaten the number of important agencies—and the bidder, naturally disputes this anyway.

At this early stage it seems most improbable that Estates House Investment Trust, which only a minimal controls just over 50 per cent, winding up—but of the voter, will go against reorganised basis C Anglo-Thai's advice. It might have been in the first half of detail on one subject which year.

much lower, but the group may be heading for a pre-tax total of £10m. or a bit more; and that would mean that last year's dividend—which is going to be "at least" maintained—would be covered nearly twice by earnings of almost 6p per share.

Germany will support further recovery in 1976, and RMC is hopeful about U.K. prices. But there is no reason to think that domestic volume is going to pick up next year, and at 72p the shares have already risen by over a half from July's low point.

Of course RMC has been hacking back overheads, with the labour force about a fifth off peak numbers and a reduction in the transport fleet—showing through in a lower depreciation charge. A key point, however, is that the recession has not led to a price war in building materials. The top half of the companies control roughly three-quarters of the ready mixed market, and they are not cutting each other

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Threatening to cut each other's throats.

Continued from Page 1

## Crossman diaries go-ahead

The judgment establishes unequivocally that the doctrine of joint responsibility within the Cabinet is in the public interest and thus provides a firm ground for the legal protection of what has been considered by some to be merely a political and constitutional convention.

But the duty of the court to restrain publication will lapse after the passage of time, the length of which must be determined in each case according to its merits. In this respect the judgment will provide little guidance to the publisher. Public interest in confidentiality will be protected—unless publication is in an even greater public interest. But there are no easy classifications of material, and the neat time limits. No lawyers will be prepared to take the respon-

sibility for the editors' and publishers' shoulders.

No guidance is provided on the crucial issue which is the determination of the point in time at which the publication of material from Cabinet discussion will no longer undermine the doctrine of joint Cabinet responsibility. "The court should intervene only in the clearest of cases," said Lord Goff.

Yet it is in the least clear-cut cases that those concerned will feel the need of a judicial decision. Such clear cases and there are more difficult cases are left to the politician to decide.

Before acting, according to his own "good sense and good taste," the difficult question whether the matter falls in the category of the "clearest" or the "less clear" cases will have

to be answered. On this, in politics, opinions are bound to differ greatly.

The judgment has, save for a possible appeal to the House of Lords, opened the possibility for the publication of the remaining 400 pages of the diaries which Mr. Crossman began to collate with assistance of Professor Janet Morgan in 1970, after the fall of the Labour Government.

Some 200 pages have already been serialised by the Sunday Times. The publication, sought by Mr. Crossman's four literary executors, including his widow and Mr. Michael Foot, now

Employment Secretary, was opposed by Sir John Hunt, Secretary of the Cabinet. The opposition, which led to the Crown's application for an injunction, was based on the general assump-

tion among lawyers that Cabinet proceedings and papers are secret and cannot be publicly disclosed until they have passed into history. The assumption of such an unlimited protection has been shattered by the present judgment.

Richard Evans writes: Early discussions are expected to be held by the Radcliffe Committee set up by Mr. Wilson to review the rules about Cabinet disclosure and Ministerial memoirs. The committee is likely to report in a matter of months and its recommendations could form the basis of any legislation thought necessary by Ministers.

Ministers and their legal advisers are expected to decide on fresh guidelines on the publication of Cabinet discussions and on a new time-scale.

هكنا من الفصل

**BISOI**

The largest structural pre-cast concrete specialists in the world

Design-manufacture-ere

**CONCRETE LIMIT**

SOUTHERN MIDLANDS - NORTHEN SCOTLAND  
01-836 7171 05432 54141 0532 713211 0324 27335  
0753 652909

Registered at the Post Office. Printed by St. Clements Press Ltd. at the Financial Times Ltd., Bracken House, Cannon Street, London E.C.4